

The



# CHEMIST AND DRUGGIST

Established 1859

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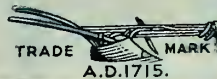
Registered as a Newspaper

No. 2701  
VOL. CXV.

NOVEMBER 14, 1931

Annual Subscription (with  
Diary) 20/- Single Copies 9d.

## "Plough"



## Puppy Food

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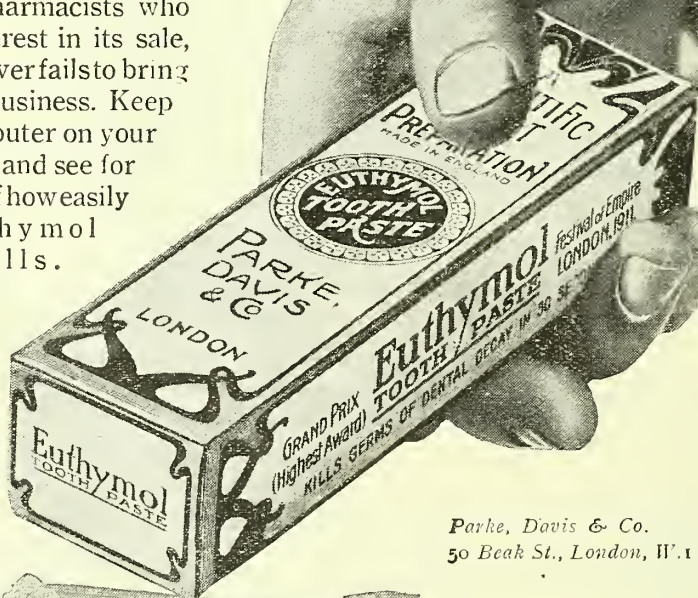


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*All for*  *Beauty*



## *A New Face Powder by Harriet Hubbard Ayer*

Here is news of real interest.

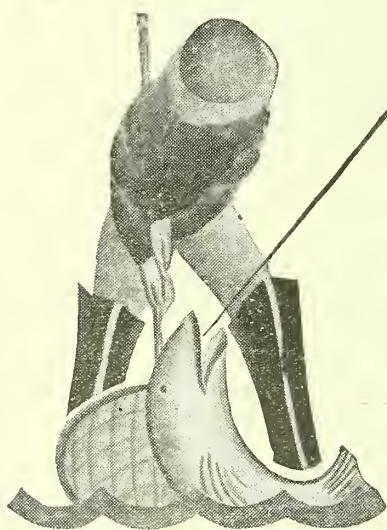
The Beautifying Face Powder introduced by Harriet Hubbard Ayer is of medium weight. Blended by an entirely new method, it gives a delicate softness becoming to every type of skin. Scented with the seductive new *Après Tout* perfume. Packed in a beautiful ivory and gold box. Made in seven complexion-matched shades: Flesh, White, Rachel, Peach, Ayerblonde, Ayerbrunette and French Rachel. Retail price 4/3.

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**13 TO THE DOZEN BONUS DURING NOVEMBER**

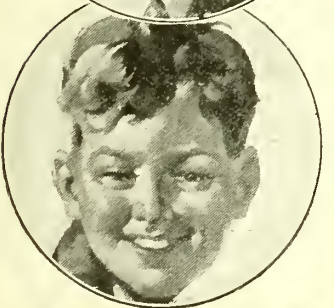
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**MILGARTH MILGARTH MILGARTH MILGARTH**



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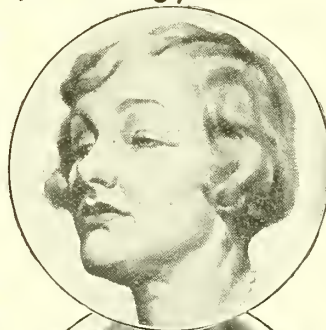
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YOU will be running across them constantly in the newspapers and the magazines both week-days and Sundays. Watch how chattily, charmingly and convincingly they are reminding your customers—more than nine million of them—of the famous old home remedy for coughs, colds and bronchitis.

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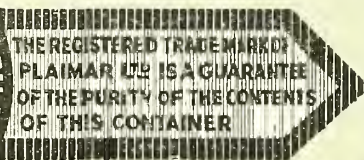
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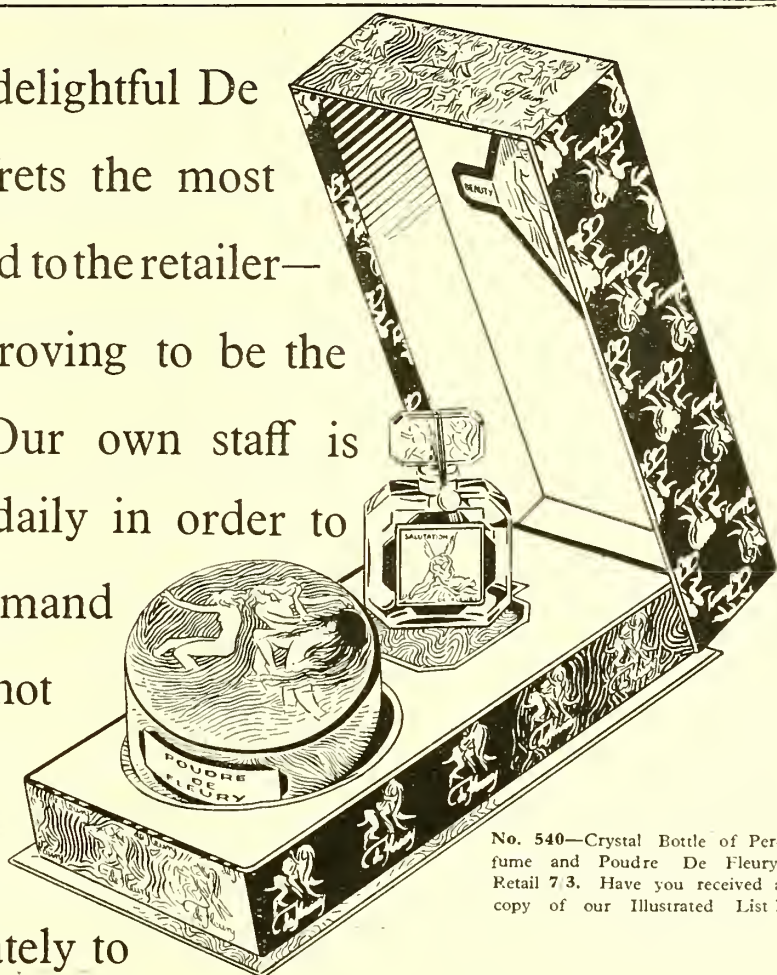


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**GUARANTEE OF QUALITY**



Not only are the delightful De Fleury Xmas Coffrets the most attractive ever offered to the retailer—but they are all proving to be the quickest sellers. Our own staff is working overtime daily in order to meet the heavy demand for them, but we cannot guarantee delivery unless you send off your order immediately to



No. 540—Crystal Bottle of Perfume and Poudre De Fleury. Retail 7/3. Have you received a copy of our Illustrated List?

“give us a chance” to despatch your goods without delay. We do urge you, therefore, to place your order for these attractive creations at once and thus avoid disappointment and loss of good profits.

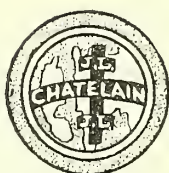
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# CHATELAIN'S PREPARATIONS

We have pleasure in announcing to the trade generally that we are not increasing the wholesale and retail prices of these lines. We intend helping the retail chemists in every way possible during these difficult times



## SPENCER & CO.

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LONDON, W.6

Telephone : Riverside 1712

**Sole Agents for Chatelain's Preparations**



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*from*  
**BRITISH  
MANUFACTURERS**  
*to all*  
**TRADE  
BUYERS**

### TRAVEL FACILITIES

The British Railways are extending special travel facilities to buyers. Return tickets are available at the price of a single fare plus one third, from town of domicile to the location of the Fair.



On February 22, 1932, we British Manufacturers commence the eighteenth British Industries Fair under the auspices of H.M. Department of Overseas Trade. Our efforts are bent on eclipsing all past successes. Already we have more exhibitors... a wider range of goods... new designs... keener prices. Never has our shop window been so inviting.

To the Trade Buyers of the World, we British Manufacturers extend a cordial invitation. We hope for your visit confident that we can lay before you a more comprehensive and attractive range of wares than has ever before been presented in one display.

## BRITISH INDUSTRIES FAIR

London Section  
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White City Feb. 22—Mar. 5  
(Textile Section)

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Full particulars and invitation cards on request from :  
The Department of Overseas Trade, 35, Old Queen Street, London, S.W.1.

**BIF • BIF • BIF**

**BIF • BIF • BIF**



# **Whichever Way** **You Hold It The** **'SUREGRIP'** **Stays Put**

Every man has his own way of holding a shaving brush. There's the finger-tip grip of the artistic temperament, the thumb grip of the sportsman accustomed to holding a golf club or tennis racquet, the handshake grip of the engineer, and a score of others.

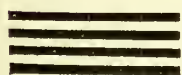
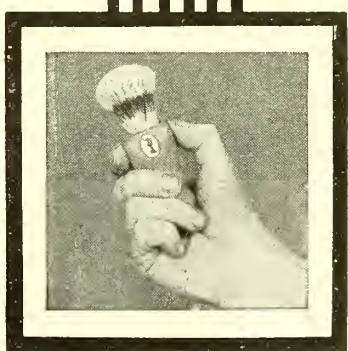
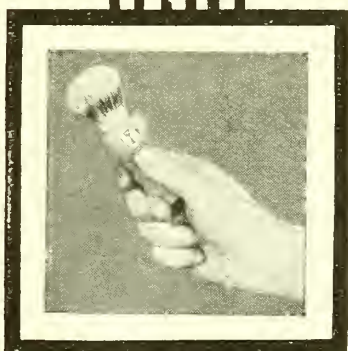
But whichever way you hold it, the 'Suregrip' shaver is comfortable and safe. It fits the hand snugly and provides a resting place for thumb and fingers—that's because it is modelled on plasticine moulds of actual hand grips.

And that's the way to sell the 'Suregrip' shaver. Put it into the customer's hand. Tell him to grip it how he likes and to judge for himself whether the hold is satisfactory. As soon as he has the 'Suregrip' in his hand, he will realise that he is holding the most practical and efficient shaving brush ever made.

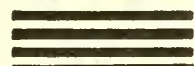
And while he still has the 'Suregrip' in his hand, point out its other features: The brilliant colours of the MORITE MONOPIECE SAFETIHANDLE, the freedom from cracks and crevices that harbour dirt and germs, the fact that it is made by Maws, doubled silvered wire bound and cement set, sterilised and guaranteed.

*Sell the Suregrip this way and it will quickly become your best selling shaving brush.*

*Order immediately the Standard Suregrip selection—one dozen brushes with free polished wood display case £3 8 6.*



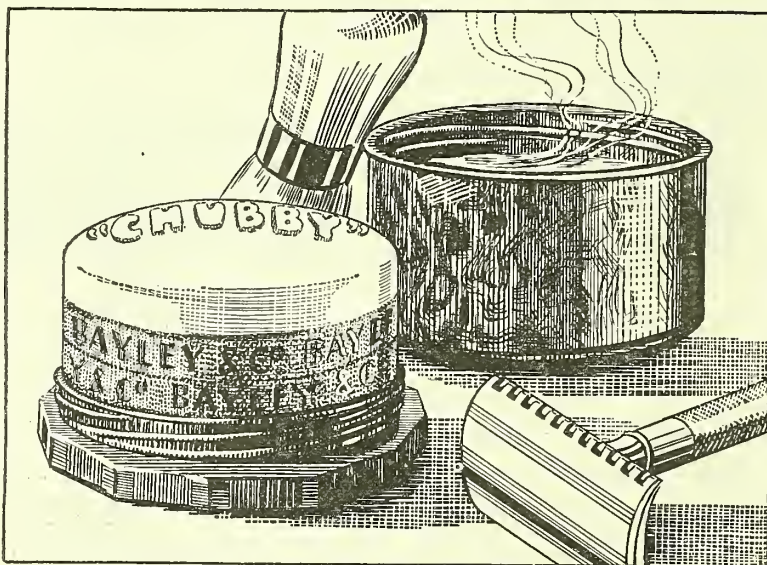
**MAW: LONDON & BARNET**



# A new idea in Shaving

**CHUBBY** isn't "just another shaving soap." There's a new idea to be marketed, and it is one which men everywhere will accept with alacrity.

You can now offer your men customers a solid soap with all the advantages of a cream . . . and none of a cream's disadvantages. A money's-worth block of first-grade shaving soap, in a strong, handsome case in brown or black.



## NEAT — CLEAN — ECONOMICAL

The air-tight cover screws into the base-plate and keeps the soap moist for next day's shave.

Invert this lid and it will hold the shaving water . . . good for travelling men! The base itself furnishes a good grip, which is not the case with ordinary shaving sticks.

### USE LIKE THIS...



LARGE SURFACE  
GIVES QUICKER LATHER

### IDEAL FOR TRAVEL..



USING LID AS  
SHAVING MUG

### NOT A BIT WASTED..



LAST PIECE USED  
AS SHAVING BOWL

### EASY TO SELL.....

## Our Press Advertising Campaign

Beginning with November 14th, we launch an intensive campaign of advertising in the following papers and periodicals:—

"Punch," "Radio Times," "Humorist," "John O' London," "London Opinion," "Bystander," "Illustrated Sporting and Dramatic News," "Passing Show," "Sketch," "Tatler," "Country Life," "Autocar," "Motor," "Countryman."

# 'CHUBBY'

## SHAVING STICK

To Retail at 1/3. Refills 10d.

Made in England by

# BAYLEY & CO.

Norwich House, Southampton Street, London, W.C.1

Makers of Fine Soaps since 1739.



# Equipment. A certain seller!

## RETAIL SELLING AIDS

*The Chubby Showcard* has a dignified effect, printed in five colours and black.

Chubby is packed six in a special display box (three brown and three black). On your counter or in any other prominent place, this display outer will recall to your customers the strong and vigorous advertising seen in their papers.

**CHUBBY REFILLS** are neatly packed in cartons printed orange, grey and black. Write for further particulars and trade prices.





# Big turnover from "Oambroo" BEER!

The success of "Viggormalt" in a few months has been phenomenal. Everywhere sales of "Viggormalt" are steadily expanding, due in principal to the splendid Beer obtainable from this unique preparation.

## VIGGORMALT IS IN BIG DEMAND

Never before has the public been able to purchase anything like "Viggormalt"; pure concentrated extract of Malt and Hops which produces fine "OAMBROO" Beer (ALE or STOUT) of a flavour beyond comparison with that obtainable from any preparation of a like nature. An introduction of "Viggormalt" to your customers is certain to be followed by repeat orders. Stock "Viggormalt" now!

"Viggormalt" will continue to be vigorously advertised. Obtain full trade information now.

Send the Conpon below.



To VIGGORMALT, LTD.,  
Davigdor Road,  
Hove, Sussex

Date.....

Please send full trade particulars concerning  
"VIGGORMALT."

Name .....

Address .....

[C.D.14]

NO  
MILLING MASHING  
BOILING or FILTERING

Telephones:  
HOLBORN 4695.  
(3 LINES)

Telegrams:  
FORSHAPCO,  
HOLB.,  
LONDON.

**FORD  
SHAPLAND  
& CO. LTD.**  
LABEL &  
GENERAL  
PRINTERS

FINE ART SHOWCARDS, CARTONS,  
ENVELOPES FOR SHAMPOO POWDERS,  
CORN SILK, ETC.

"Sol-Vo" Sanitary Paper  
in Rolls & Packets.

AGENTS FOR THE REGISTRATION  
OF TRADE MARKS.

**GT TURNSTILE  
HIGH HOLBORN  
LONDON W.C.1**

## SANITARY TOWELS

made  
by

The ORIGINAL and Most Popular

The "K." All wool in knitted cover,  
very soft.

The "CELTEX." Made of Cellulose  
for easy disposal.

FROM YOUR WHOLESALE HOUSE, PLEASE

## SOUTHALLS

## NURSE HARVEY'S MIXTURE

A safe, simple and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessities from him. Moreover, the continuous demand for it produces a quick turnover.

For Direct Terms apply to—

**OSCAR SCRUTON & CO., YORK**



# AYRTON'S

## FAMOUS

# COUGH

# CANDY



PER LB.

4-LB. SAMPLE BOX  
POST FREE FOR 2/8

**8**<sup>D</sup>

28 LBS. @

**7** $\frac{1}{2}$ <sup>D</sup>

56 LBS. @

**7** $\frac{1}{4}$ <sup>D</sup>

CWT. LOTS @

THE YEAR'S  
BIGGEST SELLER

**7**<sup>D</sup>

FIVE-CWT. LOTS

TO-DAY'S LETTER (7-11-1931)  
"It is a real 'live seller.'"

**6** $\frac{1}{2}$ <sup>D</sup>


This announcement corrects inaccurate prices published  
in last week's issue of "The Chemist and Druggist."

FINE WINDOW DISPLAY

GRATIS SHOW-JAR

FREE CANDY-BAGS

---

**AYRTON'S**  **LIVERPOOL**

---

**WINNER STOCKING DYES**

Make OLD, FADED or SPLASHED STOCKINGS of any material like NEW again.

Smartly packed in Waxed Tubes and Cartons. Supplied in 12 Latest Stocking Colours:—Copper Beech, Suntan, Nude, New Brown, Beige, Bulrush, Cocoa, Florence Mills, Rose Glow, Smoke Grey, Dago, Gunmetal.

Price 2/- per dozen. Retail 3d. per Tube. Very attractive Display Case free with 1 gross.

Order to-day from:

**WHITAKER & CO. (Kendal) LTD.**

**WINNER HOME DYES**

THE FINEST OBTAINABLE for WOOL, SILK, COTTON, etc.

Smartly packed in Waxed Tubes and Cartons. Supplied in 24 Specially Concentrated Fast Colours:—Black, Navy Blue, Blue, Saxe Blue, Royal Blue, Fawn, Brown, Dark Brown, Nigger Brown, Purple, Lavender, Mauve, Green, Dark Green, Emerald, Red, Pink, Cherry, Old Rose, Grey, Cream, Yellow, Orange, Brick.

Price 2/- per dozen. Retail 3d. per Tube. Very attractive Display Case free with 1 gross.

**DYE SPECIALISTS**  
for Chemists,

**KENDAL, ENG.**

## "ODENTIC" PLATE BRUSH

Regd. No. 417637.

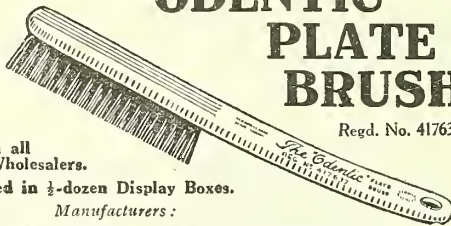
From all Wholesalers.

Packed in 1/2-dozen Display Boxes.

Manufacturers:

**W. R. Speer & Son** (EST. 100 YEARS)  
215 DALSTON LANE - - LONDON, E.8

Agent for S. Africa—C. GORDON DAVIES & CO.,  
National Bank Buildings, Pritchard Street, Johannesburg.

**ENGLAND'S LAST WORD**

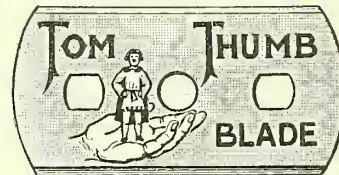
IN SAFETY RAZOR BLADES  
THE GREAT "TOM THUMB"

(ACTUAL SIZE OF BLADE)

To the Trade

**5/6**

per gross



Retails at

**1d.**

each

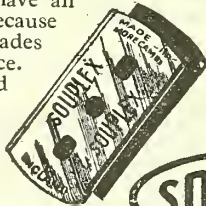
MADE BY

**Brooks, Haywood & Co. Ltd., Shiloh Works, Sheffield**

**BIGGER PROFITS**

Souplex Blades have an enormous sale because they are quality blades at a popular price. Moreover they yield you an extraordinarily big profit as much as 92%

WHEN  
YOU  
SELL



**6 for 1/-**

Order through your usual wholesaler or direct from:

**SOUPLEX LTD., Morecambe**

**RODGERS QUALITY**

—and the lowest price in Sheffield!

Rodgers Scissors have always sold on quality, now they sell on price as well. The card illustrated costs you 6/6 and the scissors sell at prices ranging from 1/4 to 2/2, showing you a net profit of 3/3 per card. Buy British and help to reduce unemployment and taxation.

Order Card No. E 7174/C.D., and see how the scissors sell themselves.

**Joseph Rodgers & Sons, Ltd.**  
Cutlery to His Majesty,  
SHEFFIELD.



4 1/2 in. 10/4  
5 in. 10/9  
6 1/2 in. 11/9  
6 in. 13/6  
6 1/2 in. 15/3  
7 in. 17/-

per doz

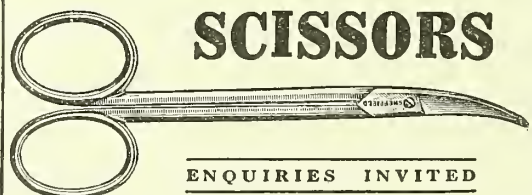
This CARD 6/6

**A NEW SHEFFIELD PENNY BLADE**

*In attractive Display Folding Boxes.*

Send Postcard for Free Trial Sample and Profitable Terms, to:—

**DOMINION STEEL CORPORATION LTD.**  
Fleet Works, Queen's Road, Sheffield.



ENQUIRIES INVITED

**GILL, HERBERT & CO., Ltd.**  
CUTLERY MANUFACTURERS,  
Wheeldon Street, SHEFFIELD



## *British Buying Begins at Home.*

The Nation is urged to buy British produce in order to redress our adverse trade balance, and it is ready to respond.

The National Mark is of special importance in this connection as a ready and indisputable guide to products of home origin and high quality.

The "Buy British" campaign is converting popular sentiment into active demand. Be up-to-date. Please your customers by stocking National Mark Malt Extract with cod-liver oil and let them know that every purchase encourages home industry and so supports the pound sterling.

National Mark Malt Extract with cod-liver oil is guaranteed to be of a uniformly high standard in its principal constituents. It is manufactured from the finest home-grown barley and pure cod-liver oil.

*Stock and Sell*

**NATIONAL MARK  
MALT EXTRACT WITH  
COD LIVER OIL**



*Attractive shop  
window display  
material is sup-  
plied free of  
charge by the  
Ministry of  
Agriculture and  
Fisheries.*

ISSUED BY THE MINISTRY OF AGRICULTURE AND FISHERIES



Special prices  
are quoted to  
wholesale  
Chemists  
for quantities.  
Garrould's  
Representative  
will call within  
a radius of  
50 miles from  
London.

**BUY  
DIRECT**



**G**ARROULD'S, in order to meet competition in the coat and Hospital contracting, have equipped their workrooms with the very latest modern machinery and evolved a scientific system of cutting to the best advantage so as to offer the very best quality materials at strictly competitive prices.

### COATS AND OVERALLS FOR MEN AND WOMEN

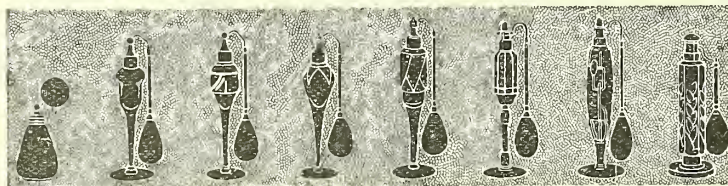
are offered in white Drills or Jeans in a very large range of stock sizes. A special department will quote you prices for colours and coloured collars and cuffs, also the embroidering of names of firms, etc., as each enquiry is dealt with individually and special prices are quoted for any quantities required.

Threequarter Coat. Model D256. White washing drill. Detachable buttons. Length, 44 in. 12/11 each. 72/- half-dozen. Stock size chest measurements: 36, 38, 40, 42, 44, 46.

**GARROULD LTD.**  
150 EDGWARE ROAD, LONDON, W.2



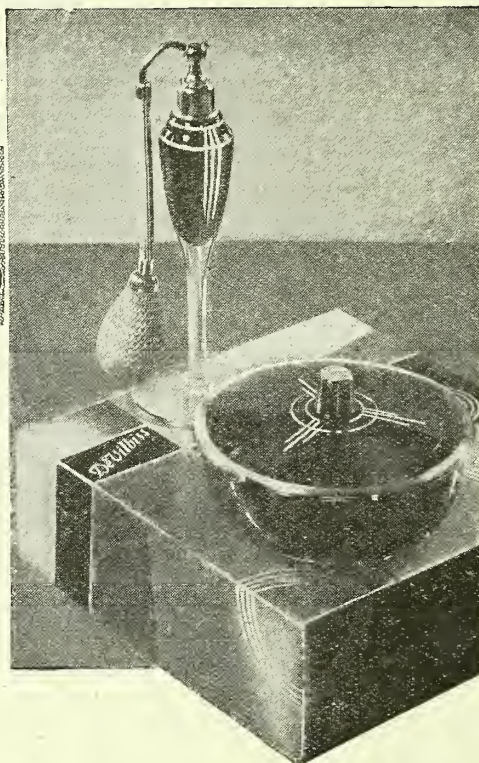
# DeVilbiss



## Perfume Sprays

For your Christmas displays you cannot do without a good range of DeVilbiss Perfume Sprays. They sell on sight—in colour, design and finish they are unrivalled—and the profit to the retailer is generous. The complete DeVilbiss line includes models for every purse.

Write for fully illustrated catalogue and order your supplies before the rush sets in.



CVS—28

Sole Distributors in the United Kingdom :  
AEROGRAPH CO. LTD., 43 Holborn Viaduct,  
London, E.C.1.

**BUTYWAVE SHAMPOO**

**YOU REALLY MUST TRY THIS - IT'S WONDERFUL**

**6<sup>D</sup> EACH**

**Yes—advertised  
month in and  
month out—  
and it shows you  
83% PROFIT**

THE BUTYWAVE CO. (Dept. O.27), 10 Tachbrook St., London, S.W.1

### ANOTHER JACKEL'S HAIR CREAM

To meet a widespread demand we are now marketing a new preparation named Oilafix. It is merely our well-known non-greasy Hair Cream with added oil. Oilafix does not compete with Jackel's Hair Cream—but you should stock both. Many customers to-day demand an oil Cream.

Both are the best of their class—  
The original and leading Creams.

**OILAFIX** Trade Terms :  
12/- per doz., retailing at 1/6 per bott.  
20/- per doz., retailing at 2/6 per bott.

**JACKEL'S HAIR CREAM**  
11/6 per doz., retailing at 1/6 per bott.  
18/- per doz., retailing at 2/6 per bott.

**JACKEL et CIE (of Paris) Ltd.**  
GLASGOW, C.2

London Agents : THE PHIL-SANO Co., Ltd., Craven  
House, Kingsway, W.C.2



**Even though  
they are**



### The New Watts "Mirror" Blades

These wonderful Blades with their **Rustless Reinforced Edges of Stainless Steel** treated by a secret process are worth the extra cost. They are keener and give more and better shaves than any others on the market. The Edges are absolutely rustless in any climate.

**Watts Mirror Blades**  
Packed in Patent Spring Lid  
Nickelled Containers of

**10 for 3/4**  
Also Packed in cartons of  
**5 for 1/8**

Giving the Retailer **66% PROFIT** on cost.

**JOHN WATTS (Sheffield & London) Limited**  
Lambert Works, SHEFFIELD. Established over 150 years.  
London : 18 Soho Square, W.1

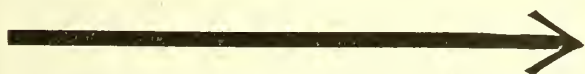


**POWERFUL  
NEW  
ADVERTISING  
CAMPAIGN  
JUST  
COMMENCING**



**STOCK UP NOW  
FOR BIG  
WINTER SALES**

**BUY ON THE  
BEST WINDOW  
SHOW TERMS**



**LYSOL LTD LONDON, S.W.20**

**ORDER**

**LYSOL LIMITED  
RAYNES PARK  
LONDON, S.W.20**

**FORWARD AT ONCE TO :—**

*Stick Store label here*

**HINDS Honey & Almond CREAM**

.....doz. × 6d. Size @ 4/6

.....doz. × 1/- Size @ 8/-

.....doz. × 2/- Size @ 16/-

**Less 10% discount on £3—Carr. Paid.**

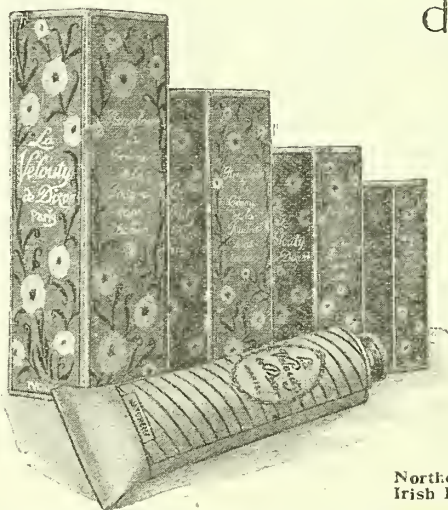
**MARSHALL'S LYSOL** may be added to make up amount.

**If order under £3 gross please give name of Wholesaler.**

The original combined Cream and Powder

la **VELOUTY**

de **DIXOR** Paris



The advertised line that you are asked for.

NOW ON P.A.T.A.

Samples free upon receipt of trade card or billhead.

PRICES—No. 1. Handbag tube	3/- doz.	Retail -/4½
No. 2. Small tube	4/-	"/6
No. 3. Medium tube	7/-	"/1-
No. 4. Large tube	14/-	"/2-
No. 5. Super tube	22/-	"/3-
Pots	21/-	"/2/9

Made in four shades:

WHITE, IVORY, NATURAL and OCHRE.

Obtainable from your regular Wholesaler or direct from the Sole British Agents:

**DEBACQ & HARROP,**

68 Newman Street, Oxford Street, London, W.1.

Sole Distributors for

Northern Ireland: ROBERT MAYRS & CO., 43 Chichester Street, BELFAST  
Irish Free State: MAY, ROBERTS & CO. LTD., Grand Canal Quay, DUBLIN

WILL YOU HAVE  
**WHITE TEETH ?**

FRANCES  
LEADING  
MAKERS

ONCE TRIED  
ALWAYS  
USED

PARFUMEURS  
UNION UNIVERSELLE PARIS 1900

USE  
**GELLÉ FRÈRES**  
**DENTIFRICES**

WORLD  
RENOWNED  
EFFICIENT  
REFRESHING  
MATCHLESS

PARIS

Obtainable from all Wholesalers or direct from:

**J. DUPONT & CIE**

18 FORE STREET - - - LONDON, E.C.2

SOLE AGENTS FOR THE UNITED KINGDOM

**TATCHO** Sample Size 6<sup>p</sup>

THE  
**HAIR RESTORER**

PROMOTES, PRODUCES, BEAUTIFIES THE HAIR

1/3 size .. 12/6 per doz.  
2/9 size .. 26/- per doz.

TATCHO Laboratories, 5 Great Queen Street, London, W.C.2

**"Crescent" EYELASH OINTMENT**

THE POPULAR EYELASH GROWER

PRICE  
7/6

ALL BRITISH  
PROFIT  
50%

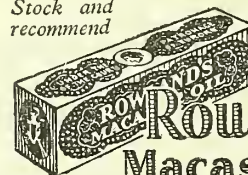
PER DOZEN  
60/-

WHOLESALE DISTRIBUTORS: J. C. GAMBLES & CO., LTD.  
211/215 Blackfriars Road, London, S.E.1

**Selling Suggestions**

Rowland's Macassar Oil gives the hair lasting beauty simply by making it perfectly healthy.

Stock and  
recommend



Of all Wholesalers,  
to retail at 2/6,  
7/- and 10/6.

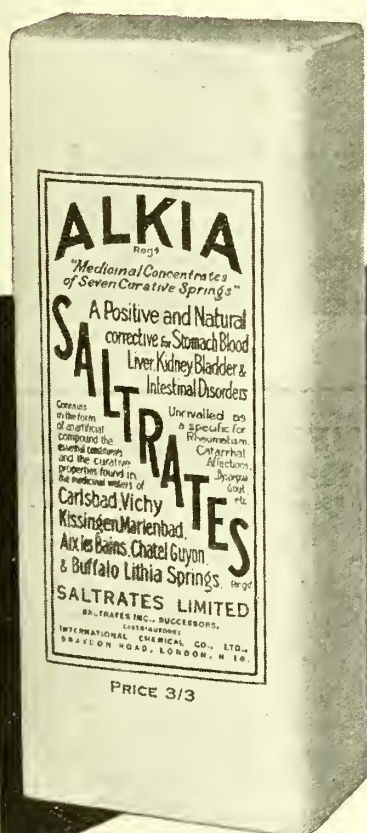
**Rowland's  
Macassar Oil**

J. H. & Co.

A. ROWLAND & SONS, Ltd., 22 Laystall St.,  
Rosebery Avenue, London, E.C.1

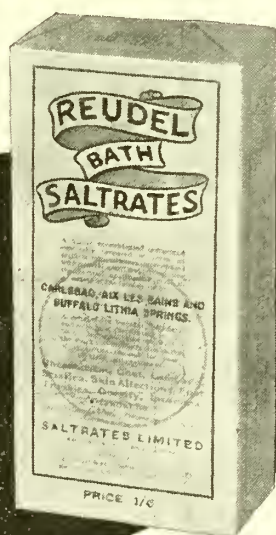


# DISTRIBUTORS OF 'BISURATED' MAGNESIA NOW HANDLING 'SALTRATES' PREPARATIONS



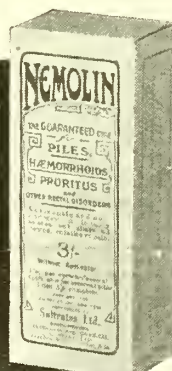
ALKIA  
SALTRATES

PRICE 3/3



REUDEL  
BATH SALTRATES

PRICE 1/6



NEMOLIN



BAN-O-DOR

KAL-SEL

With 'Bisurated' Magnesia and our other lines you can now order any of the above 'Saltrates' preparations on Guaranteed Sale Terms and take full advantage of our usual CO-OPERATION ALLOWANCES on direct orders as follows:—

Parcels of	£3 or over 2½%	£10 or over 7½%
„	£5 or over 5%	£20 or over 10%

CARRIAGE PAID ON ALL ORDERS . . . CONTAINERS FREE

ALKIA SALTRATES, REUDEL BATH SALTRATES, Etc., are Always *STRONGLY* and *CONSISTENTLY* ADVERTISED

INTERNATIONAL CHEMICAL CO., Ltd., Braydon Road, London, N.16





## IT'S BRITISH THROUGH & THROUGH British, and the best

Protect your trade by protecting  
the customer. Sell Nuctone ex-  
clusively for recolouring of hair.

*Keep British money in the Country*

# Nuctone

SAFE FOR GREY HAIR



*We quote, and are quoted,  
for Excellent Workmanship.*

**JAMES F. WILKINSON,  
PENDLETON, MANCHESTER.**

## TAYLOR'S CIMOLITE TOILET POWDER THE PERFECT POWDER FOR NURSERY USE



A perfectly bland and non-irritating Powder, Invaluable in  
all cases of Excoriations, Chafing, Roughness of the Skin, etc.  
Recommended by eminent skin doctors and recognised as the  
leading Toilet Powder for over 70 years by the nursing profession.  
Used in the Royal Households.

In deference to the many requests received from users of  
"CIMOLITE," a sprinkler tin to retail at 1/1½ is now available.  
This new packing is in addition to the familiar 1/1½ packet  
which is still on the market.

When ordering please specify TINS or PACKETS.  
"CIMOLITE," in all sizes, also CIMOLITE SOAP AND CREAM, is stocked by  
all Wholesale Chemists and Druggists.

TERMS and ILLUSTRATED PRICE LISTS, also ATTRACTIVE SHOWCARDS,  
Counter Bills and other selling literature, obtainable from

**JOHN TAYLOR, 30 Baker Street, Portman Square,  
LONDON, W.1.**

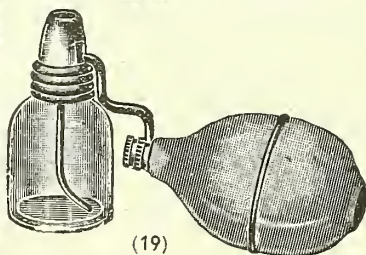
## A PERMANENT SALESMAN INSIDE YOUR WINDOW! Prov. Patent No. 25235



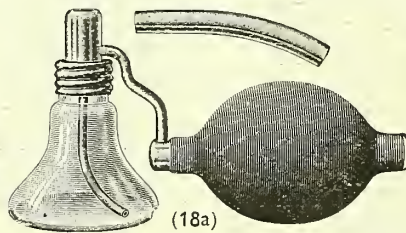
A "Sales Aid" which should be of special interest  
to Chemists and Druggists, as it enables them to  
bring to the notice of the passer-by any special  
feature they may desire to advertise, either by day  
or night. This sign is an optical illusion, and  
appears to be turning round for ever as long as the  
electric light is switched on. Being illuminated,  
and showing an attractive blend of colours, it is  
bound to attract the passer-by. Any short adver-  
tising message will be pasted on the globe at an  
inclusive cost of £27s. 6d., or 10s. 6d. down and  
balance in five monthly instalments of 10s. 6d.  
Additional letters 1s. per dozen.

For full particulars apply:

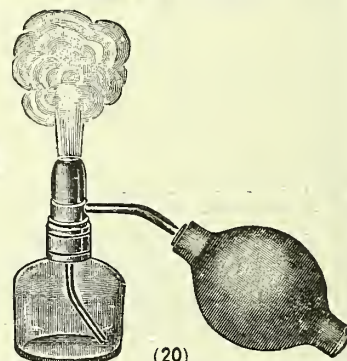
**Dept. C., J. FABIAN, LTD., 25 Cowper Street, E.C.2.**  
(Nr. Old Street Station.) Phone: Clerkenwell 0236.



(19)



(18a)



(20)

## THE HOUSE FOR ATOMIZERS

**M. J. FECHER, Ltd., CUCKOO HOUSE, 10 DOD ST., LONDON, E.14**



# An Economical Protection

For many pharmaceutical products, aluminium foil provides a light hygienic wrapping. For example, throat pastilles, lozenges, cachous, etc., can be kept fresh and free from contamination in tins or in cardboard boxes lined with aluminium foil. If necessary, a coating of special wax or wax paper can be added. ¶ Foil squares, ovals or circles also are commended for covering brilliantine or cream in tins or bottles to prevent adhesion of the contents to the lid. ¶ Protection from dirt or dust is an essential feature of medical aids. Adhesive bandages, surgical dressings, cotton wool, tubes, syringes, needles, etc., are thoroughly protected from contamination if wrapped in aluminium foil. ¶ Aluminium foil can be obtained from British manufacturers in all thicknesses from .008 inch down to .00035, burnished or embossed. There are 28,870 sq. ins. in each lb. of .00035 in. aluminium foil.

Write for I.D. Memo 24.

C. & D. 14/11/31

**Aluminium**  
THE BRITISH ALUMINIUM CO., LTD.  
ALUMINIUM PRODUCERS, ADELAIDE HOUSE,  
KING WILLIAM STREET, LONDON, E.C.4

Telephone : Mansion House 5561 and 8074 (5 lines).  
Telegrams : Cryolite-Bilgate, London.

## A WELCOMING WARMTH

*for your customers*

**A** CONGENIAL, uniform warmth throughout the shop is economically provided by Wright's Gas Radiators. For trouble-free, dependable service no other method approaches the excellence of these easily installed units.

No supervision is required, for the radiator cannot overheat. "Regulo"-control automatically reduces gas consumption immediately a predetermined temperature is reached. Considerable saving in gas is thus effected.

Each radiator is an independent unit so that heat distribution may be general or localized at will.

Four types are available—the "St. David," "St. Martin" and "St. Vincent" (all "Regulo"-controlled), and the "St. Bernard" (fitted with a governor).



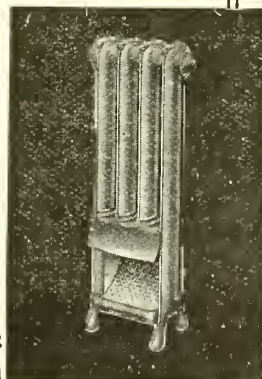
**WRIGHT'S**  
**GAS**  
**RADIATORS**

**JOHN WRIGHT & COMPANY**

Essex Works, Aston, Birmingham

(Radiation Ltd., Proprietors)

See them at the  
Gas Showrooms  
"REGULO"-CONTROLLED



The "St. Martin"  
"Regulo"-Controlled

The "St. Bernard"  
Governor Controlled

# ... there are TWO kinds of MONSOL SOAP

MONSOL MEDICATED SOAP contains 5% of the active principle of Monsol and should be sold for Skin Complaints on Medical Prescription and when Monsol Soap is asked for by Doctors and Nurses.

## MONSOL ANTISEPTIC TOILET SOAP

is mild and emollient and contains only 1% of the active principle of Monsol. It should be sold for the Nursery and General Toilet use.

# MONSOL

  
BRAND

Antiseptic

TOILET

# MONSOL

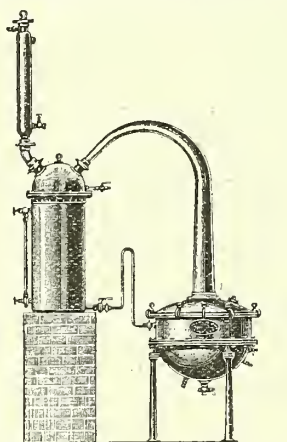
  
BRAND  
MEDICATED  
SOAP

SOAP

BOTH THESE  
SOAPS RETAIL AT 8d.

Per Tablet

OBTAINABLE FROM MONSOL DISTRIBUTING AGENCY, 168/172 DRUMMOND ST., N.W.1



## STILLS, VACUUM STILLS, VACUUM PANS.

EVAPORATING PANS  
AUTOClaves AND DIGESTORS  
SPECIAL APPARATUS AND PLANT  
FOR MANUFACTURING CHEMISTS.

Sole Makers of Bennett's Patent "Ideal" Annular  
Film Condensers. Shears' Patent Mulser.

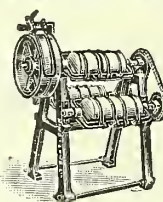
## BENNETT, SONS & SHEARS, LTD.

Engineers & Copper-smiths

43 & 44 Shoe Lane,

LONDON, E.C.4

## "ATLAS" BALL GRINDING MILLS



Porcelain or Silica Lined. Batteries of Jars for small quantities. Flint Pebbles, Porcelain, Brass, Steel or Hardwood Balls, also spare Porcelain Jars and Liners supplied.

BRITISH MADE THROUGHOUT

Specialists in Breaking, Grinding, Sifting, Drying, and Mixing Machines.

## HIND & LUND, LTD.

  
Atlas Works, PRESTON.

Telegrams: "ATLAS, PRESTON."

Telephone: No. 125

## ZULO CARBOY HAMPERS



GLASS CARBOYS  
DEMIJOHNS  
WINCHESTERS  
CARBOY TILERS

## R. & H. LEIGH & SONS LTD.

  
--- BOLTON ---



# ABBOTT'S GINGER WINE ESSENCE

A new production with a distinctive flavour

Retail 8d., 5/6 doz., 6 doz. 5/3, gross lots 5/- doz.

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Available until November 30th, 1931



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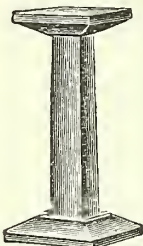
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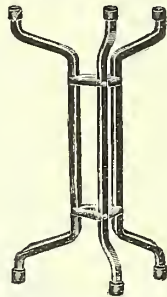
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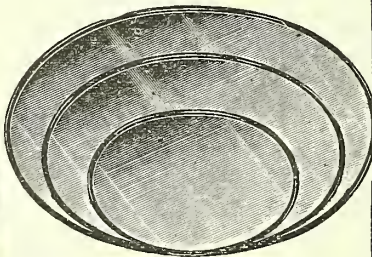


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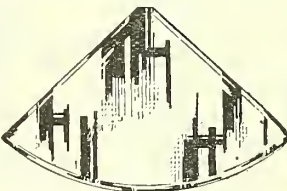


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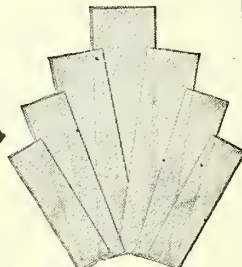
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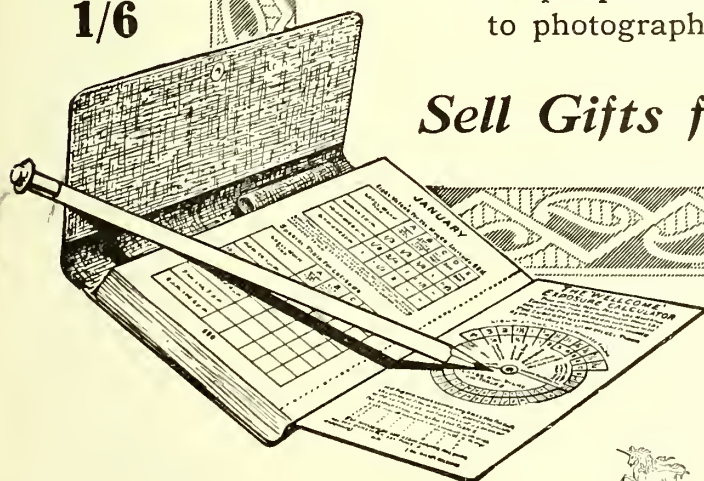
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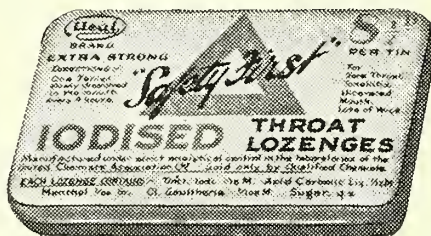
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# THE CHEMIST AND DRUGGIST

A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,  
The Chemists' and Druggists' Society of Ireland, and of  
other Chemists' Societies in Overseas Dominions*

PUBLISHED AT

28 ESSEX STREET, STRAND, LONDON, W.C.2

Telegrams: "Chemicus, Estrand, London"

Telephone: Central 6565 (8 lines)

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VOL. 115. NO. 2701

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## News of the Week

### Canada—Dumping Duty on United Kingdom Goods

The official value of the £ for the purposes of the Canadian Import Regulations has been declared by the department of National Revenue, for the period ending November 15, at 4.37 Canadian dollars (see C. & D., page 527, October 31).

### Exemptions from Key Industry Duty for 1932

The Treasury have made an Order under Section 10(5) of the Finance Act, 1926, exempting dimethyl sulphate, ethyl abietate and photogravure screens (both rulings on one pate) exceeding 40 inches in length, from Key Industry duty from November 17, 1931, to December 31, 1932, and continuing the exemption from duty of the following articles till December 31, 1932:—

Acid adipinic; acid isobutyl allyl barbituric; acid oxalic; acid propionic; amidopyrin (pyramidon; dimethylamido-antipyrine); ammonium perchlorate; barbitone (veronal); malonal; malourea; acid diethyl barbituric; diethylmalonylurea; hypnogen; deba; bromural (dormigene); butyl methyl adipate; calcium gluconate (calcium glyconate); coltium oxide; chinolino (quinoline); chinosol; cocaine, crude; dial (acid diallyl barbituric); dicyandiamide; didial (ethyl morphine diallyl barbiturate); diphenyl; diphenyl oxide; dysprosium oxide; elbon (cinnamoyl para oxyphenyl urea); erbium oxide; ethylene bromide; oukodol; europium oxide; furfural; gadolinium oxide; germanium oxide; glycol ethers; guaiacol carbonate (duotal); holmium oxide; hydroquinone; integrators (planimeter type); R. lead acetate; lead tetraethyl; lipiodin; lutecium oxide; mercury vapour rectifiers having mercury cathodes; metaldehyde; methyl cyclohexanol methyl adipate; methyl sulphonal (diethylsulphonemethylethymethane; trional); methylene chloride; neodymium oxide; nickel hydroxide; oxymethyl paraoxyphenyl benzylamine methyl sulphate; papaverine; phenacetin (acetparaphenetidine); phenazono (antipyrine); phenyl dimethylpyrazolone; analgesin;

anodynino; dimethyl oxychinizin); phenetidine, para-; phytin; piperazine (diethylene-diamine; dispermin); planimeters; R. potassium chlorate; potassium ethylxanthogenate (potassium xanthogenate); potassium guaiacol sulphonate (thiocol); R. potassium hydroxide (R. potassium caustic; R. potassium hydrate); R. potassium permanganate; praseodymium oxide; pyramidon-veronal; quinine ethylcarbonate; radium compounds; resorcin (resorcinol); salol (phenyl salicylate); samarium oxide; scandium compounds; sodium ethyl methyl butyl barbiturate; strontium carbonate; strontium nitrate; styraol (guaiacol cinnamate); sulphonal; synthalin; terbium oxide, thulium oxide; urea (carbamide); vanadium-silica compounds specially prepared for use as catalysts for sulphuric acid manufacture; ytterbium oxide, yttrium oxide.

It will be noted that lactic acid, B.P., has not been re-exempted. This product will therefore be liable to duty on and from January 1, 1932.

### Leeds Medical Exhibition

The Leeds Medical Exhibition was opened at the Town Hall, Leeds, on November 10, by Dr. Edmund Welch. A good proportion of the forty-five stands was occupied by firms well known to the drug trade. The exhibitors included the following:—T. J. SMITH & NEPHEW, LTD. (Elastoplast bandages and dressings); BOOTS PURE DRUG CO., LTD. (acriflavine, Bismostab, vaccines, Sulphostab and Thiostab); FASSETT & JOHNSON, LTD. (Seabury & Johnson specialties, Angier's emulsion, Argytol, Phyllosan); BRITISH ALKALOIDS, LTD. (T.C.P.); EVANS SONS LESCHER & WEBB, LTD. (biological specialties, Medisoaps, Hepatex P.A.F.); VITAMINS, LTD. (Bemax); PARKE, DAVIS & Co. (range of specialties, including Theelin, Citronin, Metatone); KAYLENE, LTD. (Kaylene); F. C. CALVERT & Co., LTD. (carbolic preparations); NESTLE & ANGLO-SWISS CONDENSED MILK CO. (Lactogen, Nestle's milk); Cow & GATE, LTD. (milk

foods); Oxo, LTD. (Oxo organo-therapeutical products); GENATOSAN, LTD. (Sanatogen, Genasprin, Genozo Brand mouth-wash tablets); THE DENVER CHEMICAL MANUFACTURING CO. (Antiphlogistine); EDWARD TAYLOR, LTD. (plasters); BRISTOL-MYERS CO. (Sal Hepatica, Ingram's shaving cream).

### Inquests

At Nottingham, on November 7, an inquest was held on the body of Clara Buckley, Gordon Road, who died after taking a number of aspirin tablets, estimated at 300, for the relief of pain. A verdict that death was due to an overdose was returned.

### Birmingham

"Colloidal Structure and its Biological Significance" was the subject of a lecture given by Dr. D. Jordan Lloyd under the auspices of the Biochemical Society of the University of Birmingham, recently.

At the recent annual convocation of the Warwickshire Provincial Royal Arch Chapter, held at Birmingham, Mr. Maurice Smith, Ph.C., J.P., P.Z. of the Alchemy Chapter, was reappointed Second Prov. Grand Principal.

### Manchester

Mr. Frank Youatt, C.A., and Mr. Arthur Maude, general manager, have been appointed directors of James Woolley, Sons & Co., Ltd., Victoria Bridge, Manchester.

A whist drive will be held by the Manchester, Salford and District Pharmacy Club on November 18, at 8.30 p.m., at the Clydesdale Club, Turner Street (High Street). Tickets, 2s. each, inclusive, from Mr. A. E. Thorpe, 66 Chapel Street, Levenshulme.

A general meeting and dinner of the Manchester and District Pharmaceutical Masonic Association was held on October 28 at the Masonic Temple, Manchester. The following brethren were elected officers for the ensuing year:—Bro. H. Bellringer, Chairman; Bro. J. Bridgford, Vice-Chairman; Bro. H. Woodhead, D.C.; Bro. A. H. Lyons, A.D.C.; Bro. A. Newton, Hon. Sec.; Bro. R. L. Balf, added to the Committee, and Bros. Gloyne, Wild, Hummel and Milner elected as Stewards. The usual toasts and a smoking concert followed.

### Newcastle-upon-Tyne

The Northumberland Street branch of Boots, Ltd., was raided recently; goods to the value of £60 were stolen.

The Newcastle Chemical Club is now installed in a self-contained and well-appointed building, 5 Lovaine Row; a technical library is a feature. The secretary is Mr. G. B. Howarth.

### Sheffield

The second "joy night" is to take place at the Glossop Road saloon on November 26. It has been decided that the whist drive shall not stop at the supper interval as on previous occasions.

The referendum taken regarding alteration of hours of the city chemists shows a mixed feeling, and the committee dealing with the matter has decided not to proceed at present. Mr. Kirman, the local secretary, is to prepare a scheme which will be considered at a later date.

### Miscellaneous

**POISON-LICENCE APPLICATION.**—Mr. J. E. Pertwee, Wickhams, West Bergholt, has applied to Essex County Council for a licence to sell agricultural poisons.

**WINDOW DISPLAY.**—A window display has been arranged by the local chamber of trade at Exeter for December 10, 11 and 12, on which dates all the important local buildings will also be floodlighted.

**THEFTS.**—A considerable amount of photographic apparatus and several perfumery products were stolen on November 5 from the premises of Durbin's Drug Stores (Putney), Ltd., High Street, Putney, London,

S.W. The former included an Ihagee Duplex camera; two Weeny Ultrix cameras; a cine-Kodak, model B; a Kodascope, model C; and a number of Pocket Kodak cameras.—The premises of Mr. W. T. Smith, chemist and druggist, Bembridge, Isle of Wight, were broken into on November 6, and the sum of about £50 stolen.

**SPORTING EVENTS.**—The following are the results of matches played recently by teams representing Potter & Clarke, Ltd., manufacturing chemists:—Football: Potter & Clarke "A" XI v. Molins, won 5—1; Potter & Clarke B XI v. Imperial, lost 2—3 (both in the London Business Houses League); Potter & Clarke "B" XI 2, v. A.B.C. 2 (in the James Buchanan cup). Netball, Girls: Potter & Clarke "A" team 12 v. Kearley & Tonge 19; Potter & Clarke "B" team 16 v. Marnion 28 (London Business Houses League); Potter & Clarke A team v. Boots, won 14—10; Potter & Clarke B team v. Bells, lost 4—11 (both London Business Houses League matches).

**IN THE COURTS.**—At Fenton, on November 4, Harriet Shufflebotham, George Street, Longton, was fined £2, with £1 14s. 6d. costs, for having sold artificial vinegar as malt vinegar.—At Old Street Police Court, London, recently, Millie Moser, Cambridge Road, E., was fined £5, with £3 3s. costs, for having sold vinegar found to be deficient in acetic acid to the extent of 12.5 per cent.—At Portsmouth Police Court, on November 4, the Portsea Island Mutual Co-operative Society was summoned for having sold a bottle of disinfectant which was not stamped with the name of the seller. The Bench was satisfied that there was no suggestion of a deliberate offence, but a fine of £2 was imposed.

**VISIT TO WORKS.**—On November 4 about thirty members of the South-West London Chemists' Association and Branch of the Pharmaceutical Society were shown the processes involved in the manufacturing of beers at the Stockwell Brewery of Charles Hammerton & Co., Ltd. The party was conducted by Mr. Broughton, beginning with the grinding and sifting of the malt, and proceeding to the other stages, among which were seen the obtaining of an almost sterile liquor by boiling, cooling in an atmosphere of purified air, fermentation (where were seen the first all-concrete vats in this country), and adjustment to required specific gravity. The plants for washing bottles and for bottling the beers were centres of great attraction.

## Irish Notes

### Proceedings in the Dail

Replying to a question on November 3, the Minister for Local Government stated that it was not possible at present to say when the Pharmacy Bill may be introduced.

The Minister for Finance introduced a Supplementary Budget on November 6 in order to provide for a prospective deficit of £900,000. The principal features are an additional income tax of 6d. in the £ (making a total of 3s. 6d. in the £) and an additional duty of 4d. a gallon on petrol. These taxes are estimated to yield £450,000, and the remaining sum required will, it is hoped, be saved by retrenchment. The Minister's proposal was carried by 80 votes to 47.

### Brevities

Mr. W. F. Jackson, M.P.S.I., has taken over Coleman's Medical Hall, Cavan.

At the annual meeting of the Belfast Chamber of Trade on October 28 Mr. Horatio Todd, J.P., Ph.C., was elected vice-president, and Mr. James Dundee, Ph.C., was elected to the executive.

## Scottish Notes

### Brevities

Mr. G. Watson Brown, chemist and druggist, Bridge of Allan, has been returned to the Town Council, and has been elected junior bailie for the Burgh.



At Stirling Sheriff Court, recently, George B. McLachlan, salesman, Dumfries, was charged with fraudulently pretending that he was acting on behalf of Mr. George Watson Brown, chemist and druggist, Bridge of Allan. It appeared that accused got the idea of using the name of the chemist, in connection with the sale of an ointment, but the next house at which he called happened to be that of Mr. Brown. In view of previous good character he was dismissed with an admonition.

A correspondent writes:—"Your editorial, 'Does Dispensing Pay?' is timely and welcome to all thinking chemists. Incredible though it may seem, it is perfectly true that many chemists charge ridiculously low for dispensing, and one may safely say that such men have more money than sense. For the man who has to make his living from his business, the need for reasonable charges based, as you state, on sound 'costing principles' is a necessity, and one is tempted to say that the man who does otherwise is an enemy of pharmacy and his professional colleagues."

## Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

### Tuesday, November 17

*Chelsea Polytechnic Pharmacy Association*, Pharmacy Lecture Room at 8.15 p.m. Mr. Davis (University College Hospital) on "Physical Chemistry and the Pharmacist." All past members welcomed.

*Thames Valley District Pharmacists' Association*, Kingston Hotel, Kingston-on-Thames, at 8.45 p.m. Exhibition of cinematograph films.

### Wednesday, November 18

*Birmingham Pharmaceutical Association*, Queen's Hotel, at 7 p.m. for 7.15 p.m. Informal dinner, to be followed by a theatre party. Tickets, 7s. 6d. each (inclusive). Morning dress.

*Exeter and District Branch of the Pharmaceutical Society of Great Britain*, Chamber of Commerce, Exeter, at 3.15 p.m. Annual meeting.

*Guild of Public Pharmacists*, 17 Bloomsbury Square, London, W.C.1, at 7.30 p.m. Dr. B. Barling on "Personality."

*Pharmaceutical Society of Great Britain, Anglesey, North Carnarvonshire and Colwyn Bay Branch*, British Hotel, Bangor, at 2.45 p.m. Address by Mr. E. H. Simmons (member of the Society's Council).

### Thursday, November 19

*North-East London Pharmaceutical Association*, St. John's Institute, Urswick Road, Hackney, at 3 p.m. Mr. F. W. J. Hooper (chief pharmacist, Metropolitan Hospital) on "Vitamines, Hormones, Glands."

*South-Eastern Associations*, Chiesman's Restaurant, Lewisham, at 7.30 p.m. until midnight. Ladies' night. Tickets, 3s. 6d. each, from the secretary, E. Oswald Wells, 28 Felhampton Road, London, S.E.9.

### Friday, November 20

*Pharmaceutical Society of Great Britain, North British Branch*, 36 York Place, Edinburgh, at 8 p.m. First evening meeting of the session. J. R. Milne, D.Sc., F.R.S.E. (lecturer on Natural Philosophy in the University of Edinburgh), on "The New Outlook in Physics" (with lantern illustrations). Presentation of diplomas.

**THE WESTERN (LONDON) PHARMACISTS' ASSOCIATION.**—The Western dinner and dance will be held at the Trocadero Restaurant, Piccadilly Circus, London, W.1, on Wednesday, November 25. Tickets 12s. 6d. each. Reception 6.30 p.m., dinner 7 p.m. Tickets from Mr. Gwilym Thomas, 105A Crawford Street, London, W.1.

**LONDON COLLEGE OF PHARMACY.**—The annual re-union dinner and dance will be held on Thursday, November 26, at the Criterion Restaurant, Piccadilly. Dinner 7 p.m. for 7.30 p.m. Tickets 8s. 6d. The second annual general meeting of "The Old Cyanides" will be held at 9 p.m. approximately.

# Topical Reflections

By Xrayser

## Nationalisation

of medicine and pharmacy is being much talked about nowadays, but I see no reason to suppose that all medical and pharmaceutical practitioners will ever become State servants. More than one speaker at a recent meeting at Leeds (*C. & D.*, November 7, p. 570) talked as though they thought there was some prospect of this happening, but they were almost certainly using the term "pharmacy" in too limited a sense. It may be that the dispensing of medicines from medical prescriptions will tend in time to become entirely a function of State servants; but the practice of pharmacy, as I view it, goes far beyond this. Unless and until all shopkeeping is taken over by the State, there would appear to be no more reason for pharmacy as a whole (i.e. the business of a chemist and druggist) becoming nationalised than the business of the grocer, draper, or any other shopkeeper.

## Another Point

that occurs to me in this connection is the improbability of pharmacists who carry on the business of a chemist and druggist ever being disposed to regard favourably the idea of becoming State servants and receiving payment for their services at such rates as the State would be likely to fix. Even with a guarantee of security of tenure, full pay while sick or disabled, and a pension when turned sixty, I fail to recognise any of a large number of my pharmacist friends in the guise of a State servant. Dispensing would assuredly not be

held to pay in such circumstances, whether calculated on the basis of a costing scheme or in any other way. Would-be prophets also seek to scare us in their dark moments by anticipations of the ill-paid, pure professionalism which is, according to their cheerless forecasts, to succeed to-day's fairly remunerative shopkeeping in pharmacy ought surely to try their hands at some other source of entertainment for a change.

## Dispensing Pay,

I may remark, needs the most serious consideration of all pharmacists who are not in business merely for the sake of their health. Last week you commented (p. 567) on the opinion of a correspondent who stated that "for most chemists in business dispensing does not pay." In a certain sense, he is right, because in proportion to the care required and the time occupied in dispensing medicine, the return in direct profit can never equal or even approach that which rewards successful retail merchandising. But the wise chemist and druggist realises that the dispensing of medicines is only his business nucleus, round which revolve, like electrons in the atom, the bigger profit bringers upon which he depends. The big multiple-shop concerns in pharmacy have realised this to their great and pronounced advantage; individual chemists are more slowly awakening to the facts, but only those who are ill-advised will give more than a fleeting thought to any idea of ceasing to dispense medicines. Yet the fact remains that many of them fail to make dispensing cover cost, and to those I forcibly commend your remarks.

## Irish Free State Customs Duties (Provisional Imposition) Act, 1931

THIS emergency measure was passed through all its stages in the Senate on Thursday, November 5. The Act, which will operate for a period of nine months, is principally designed to prevent injury to industries in the Irish Free State, should some form of protection by way of import duties or restrictions be imposed in Great Britain. It does not follow, however, that it will not be enforced until such time as some form of protection may be instituted in Great Britain.

The preamble to the Bill states:—

"An Act to authorise during a limited period the provisional, imposition or variation of customs duties by the Executive Council where such imposition or variation appears to be immediately necessary to prevent an expected dumping of goods or other threatened industrial injury; and to provide opportunity for the consideration by Dáil Éireann of such imposition or variation, to authorise the reference to the Tariff Commission of questions relating to such duties, and to make provision for matters connected with the matters aforesaid."

Primarily the Act is an anti-dumping measure, and is to be used as an instrument to safeguard the industries of the Free State against uneconomic competition which may otherwise arise in consequence of the present financial and industrial conditions in most countries of the world. While the provisions of the Act could be applied to any class of merchandise it is unlikely to be put into operation in regard to goods of a class not manufactured in the Free State, even if there was definite evidence of dumping, unless the dumping was on an extraordinarily prolific scale. Ordinary quantities of cheap non-competitive goods will not be penalised, but any attempt to land undue quantities would be checked by the imposition of a sufficiently drastic duty.

### Method of Procedure

The procedure under the Act to be followed appears to be such that will enable the authorities to bring into operation without undue delay a duty on imports of any particular class of goods. Acting upon representations from the Minister of Industry and Commerce, the Executive Council will, if satisfied that a case for duty has been made out, order the immediate imposition of a duty of such amount as they think fit, or the increase of any duty that is at present in force, on imports of the classes of goods described in their Order. In all cases the duty operates from the date of the Order of the Executive Council. Such orders have to be confirmed by the Dáil Éireann within the next ten days on which Dáil Éireann sits, or they are automatically cancelled. The period of operation of all Orders is fixed at four months, but it would appear from the Act they can be renewed from time to time, if necessary. Orders can be modified by Dáil Éireann and all such modifications will be retrospective. If a duty under the Order of the Executive Council is reduced by Dáil Éireann such proportion of the duty collected on imports prior to the modification is repayable to the importers. The Executive Council may, from time to time, alter, vary or recommend the cancellation of any Order. As an emergency measure it appears that the Act is very adaptable, and has been drawn up in an ideal manner for the purpose of quick operation, and should prove adequate in its purpose of protecting the Irish Free State commerce and industry from the repercussions of the present unsettled and constantly changing conditions of international commerce.

## Irish Free State Merchandise Marks Bill, 1931

THIS Bill, to make further and better provision in relation to the marking of imported merchandise, was recently introduced in Dáil Éireann. It is intended as an extension to the Merchandise Marks Act, 1887, and, in its present form, provides for wide powers in connection with ensuring definite marking as to origin of all foreign goods imported into or exposed for sale or sold in the Free State. The Bill provides for the setting up of a Commission of three members, to be known as the Merchandise Marks Act Commission. The Commission will be empowered to make their own regulations as to the procedure to be followed at any investigations they may undertake, and has full authority to order the attendance of witnesses and the production of all documents and other evidence. Upon receipt of an application for a Marking Order by any person or persons substantially interested, an Executive Minister may refer such application to the Commission. Such applications, when referred to the Commission, have to be accompanied by a fee ranging from five pounds to one hundred pounds, according to the time and expense involved in investigating the case. The Commission will investigate all cases referred to them and will report to the Executive Council as to the desirability or otherwise of making an order, and if the report is favourable the Commission will recommend the form of marking with an indication of origin and the manner in which it should be borne by the goods in question. The marking may be ordered to be applied to the classes of goods described therein either at the time of importation or at the time of sale or exposure for sale, and, in all cases such orders appear to apply to trade, wholesale and retail. Marking orders may in certain instances apply to mixtures or blends of the classes of goods specified in the order. Goods in bond or in transit in the Free State may be made liable to marking, if it is so provided for in the orders. Advertisements, catalogues and any other publicity matter relating to goods liable to a marking order must give the prescribed indication of origin, if published on or after the date of the marking order.

Provision is made for the issue of exemption orders where it is considered desirable by the Executive Council. All orders made may be revoked or amended by the Executive Council after reference to the Marking Commission. Notice of receipt of applications for Marking Orders will be published in the "Iris Oifigiúil" and the Commission will be permitted to investigate cases fourteen days after the publication of such notice. Every report of the Marking Commission will be published in the "Iris Oifigiúil." All orders have to be laid before both Houses of the Oireachtas and may be annulled by resolution within a period of twenty-one days. Penalties are provided against the contravention of any Marking Orders, with fines upon summary conviction for the first offence not exceeding five pounds, and not exceeding twenty pounds for the second and subsequent offences, and the forfeiture of the goods may be ordered in all cases.

This legislation is very similar to the Merchandise Marks Act, 1926, of Great Britain, the procedure being almost identical, and in this country a large number of "import" and "sale or offer for sale" Marking Orders have been issued and are now operating. The essence of the Merchandise Marks Bill, 1931, of the Irish Free State is that, once the necessary Order has been made, goods of the class described therein must, in the case of an import marking order, be marked with an indication of origin as directed in the order, at the time of importation, and in the case of a "sales" order must be marked with an indication of origin at the time of sale or exposure for sale in the Irish Free State. It will, of course, be illegal to obliterate or remove indications of origin.



## Legal Reports

**A Disputed Price.**—In the King's Bench Division of the High Court, London, on November 11, Mr. Justice Rowlatt entered judgment for L. Hervé, Ltd., Clerkenwell Road, E.C., for the sum of £832 18s., with costs, in an action brought by them against the Drug and Chemical Corporation, Ltd., Great Portland Street, W., in respect of goods sold and delivered. It was stated that the action concerned the supply of metal parts for a nasal douche. The original quotation was at the rate of 18s. a gross, but the plaintiffs' case was that, as a result of certain modifications demanded by the defendants, the price was increased to 24s. In December 1930, eighteen months after the contract was made, the price was queried.

**Breach of Injunction.**—In the Chancery Division of the High Court, London, on November 6, Gillette Industries, Ltd., City Road, E.C.1, applied for a motion to commit M. Radnan (otherwise Radnansky), Stockport Road, Ardwick, Manchester, to prison for his contempt of Court in breaking an injunction restraining him from selling the plaintiffs' goods at less than the prices shown in their current price list. Counsel for the defendant apologised to the Court on his behalf for having broken the injunction, and read an affidavit stating that he had been unwell and did not know of the breach, which had been committed in his absence. His lordship, after hearing counsel, accepted the apology and ordered the defendant to pay the plaintiffs' costs.

## New Companies and Company News

P.C. means Private Company and R.O. Registered Office.

**GERMINT, LTD. (P.C.).**—Capital £50. Objects: To acquire the business of manufacturing chemists carried on at 36 North Road, Holloway, N., as "MacLean & Co."

**MALCOLM (CHEMISTS), LTD. (P.C.).**—Capital £100. Objects: To carry on the business of chemists, druggists, dysalters, oil and colour men, etc. R.O.: 7 Mill Street, Ottery St. Mary, Devon.

**BOOTH BROTHERS (CHEMISTS), LTD. (P.C.).**—Capital £1,200. Objects: To acquire the business of chemists and druggists heretofore carried on by W. H. Booth and N. H. Booth, at Middleton, Lancs, and at Huddersfield, Yorks.

**HICKSON & WELCH, LTD. (P.C.).**—Capital £2,000. Objects: To carry on the business of manufacturers of and dealers in all kinds of organic and inorganic chemicals, dyes, gases, drugs, fertilisers, salts, acids, etc. Solicitors: A. V. Hammond & Co., Bradford.

**CAPERNS, LTD. (P.C.).**—Capital £50,000. Objects: To acquire the business carried on by H. W. X. Jenkins as "F. Capern," and to carry on the business of manufacturers of and dealers in bird seeds and foods, bird medicines, etc. Solicitors: Blewitt & Son, 141 Fenchurch Street, E.C.3.

**TOILET PAPERS, LTD. (P.C.).**—Capital £100. Objects: To carry on the business of merchants, manufacturers' agents, wholesalers or retailers of paper for toilet uses; cardboard manufacturers, paper manufacturers, etc. R.O.: Wardrobe Chambers, 146a Queen Victoria Street, E.C.4.

**ELECTRO-THERMIC DEVELOPMENT COMPANY, LTD. (P.C.).**—Capital £4,000. Objects: To exploit, develop and turn to account the patents of W. J. Davy referred to in an agreement by manufacturing and/or granting licences for the manufacture, sale and use of the patented articles, etc. Solicitors: Finch, Turner & Tayler, 84 Cannon Street, E.C.4. R.O.: St. Stephen's House, Westminster, S.W.1.

**GOODWILL SEAWEED PRODUCTS, LTD. (P.C.).**—Capital £10,000. Objects: To carry on the business of public bath proprietors; manufacturers, retailers, buying or selling agents of products made from seaweed or of which seaweed forms a component part, bath, skin and toilet soap and medicinal preparations of all kinds, chemicals, drugs, etc. Solicitors: Boyes & Cameron, 19 Blythswood Square, Glasgow, C.2. R.O.: 33A St. Sepulchre Street, Scarborough.

**CHEMOPHARM, LIMITED. (P.C.).**—Capital £1,000. Objects: To acquire the business of Friedrich W. R. Osten, manufacturer of medicinal preparations, and all or any of his assets, and in particular the formulas and full information as to the processes of manufacturing, and the right to manufacture and deal in certain medicinal preparations, etc. Solicitors: Mayo, Elder & Rutherford, 10 Drapers' Garden, London, E.C.2. R.O.: 58 Victoria Street, London, S.W.1.

**JOSEPH CROWTHER (CHEMICALS), LTD. (P.C.).**—Capital £1,000. Objects: To acquire the business of a chemical manufacturer, formerly carried on by J. Crowther at Morley Lane, Milnsbridge, Huddersfield, and to carry on the same and the business of coal tar, wood and gas distillers, manufacturing chemists, druggists, dysalters, etc. Solicitors: Cartwright & Fieldhouse, Cloth Hall Street, Huddersfield. R.O.: Morley Lane, Milnsbridge, near Huddersfield.

**ELYSIAN, LTD. (P.C.).**—Capital £5,000. Objects: To carry on the business of manufacturers of and dealers in pharmaceutical, medicinal, chemical, industrial and other preparations and articles, soaps and polishes; paint and colour grinders, makers of and dealers in electrical, therapeutical, chemical, photographic, surgical and scientific apparatus and materials, etc. Solicitors: Mawby & Barrie, 55/61 Moorgate, E.C.2. R.O.: Elysian Works, St. Mary's Road, East Molesey, Surrey.

**BRITISH CYANIDES CO., LTD.** Net profit to June 30 was £2,928, against £3,684 for the preceding year.

**A. F. SHERLEY & Co. (1928), LTD.**—Net trading profit to July 31 was £16,468, against £18,566 last year. Dividend on preferred ordinary shares paid to July 31, less tax, taking £6,200. Carried forward, £2,488.

## Voluntary Liquidation

**Arthur Lacy, Ltd.,** chemists, late Whitechapel Road, London, E. — The creditors were called together on November 3 at the offices of the Association of Manufacturing Chemists, Kimberley house, Holborn Viaduct, London, E.C. Mr. D. Weller reported that the company had passed resolutions for voluntary liquidation and had nominated Mr. Parkin S. Booth as liquidator. The statement of affairs showed liabilities of £1,352 2s. 7d., of which £1,130 2s. 7d. was due to the trade, and the balance to cash creditors. The assets consisted of amount due in respect of sale of business £781 5s. 9d. and good book debts £33 18s. 9d. After allowing £24 15s. 3d. for preferential claims, the net assets were £790 9s. 3d., or a deficiency of £561 13s. 4d. Mr. Weller added that the company was registered in 1925, with a nominal capital of £500 in £1 shares. In November 1927 the capital was increased to £1,500, and the company purchased the business of Mr. Arthur Lacy in Whitechapel Road. A resolution was passed confirming the voluntary liquidation of the company with Mr. Booth as liquidator, and a committee of inspection was also nominated. The following are creditors:—Cow & Gate, Ltd., £10; Cuxson, Gerrard & Co., £14; W. Edwards & Son, £278; Fassett & Johnson, Ltd., £12; Ford, Shapland & Co., Ltd., £16; J. Grossmith & Son, Ltd., £22; Johnson & Johnson (Great Britain), Ltd., £64; Kodak, Ltd., £45; London Rubber Co., £17; Maclean, Ltd., £30; Nicholls & Co., £10; Stepney Borough Council, £10; Sangers, Ltd., £34; United Chemists Association, Ltd., £23; Willows, Francis, Butler & Thompson, Ltd., £231. Cash claims:—S. Bernstein, £135; Dora Hendeles, £85; G. Riffe, £95.

# Medicine Stamp Acts Test Case

## A Report of an Action of Great Interest commenced in the High Court, London, on November 11

**B**EFORE Mr. Justice Rowlatt, in the King's Bench Division of the High Court, London, on November 11, the Attorney-General, for whom Sir Thomas Inskip (Solicitor-General) and Mr. W. Bowstead appeared, sued Lewis & Burrows, Ltd., chemists, New Oxford Street, W.C.1, who, it was alleged, sold a certain chemical preparation liable to medicine-stamp duty, which duty had not been paid, contrary to the provisions of the Schedule to and Section 2 of the Medicine Stamp Act, 1812. The defendants were represented by Sir Albion Richardson, K.C., and Mr. H. Glyn-Jones.

### Case for the Prosecution

Sir THOMAS INSKIP, for the Attorney-General, said the penalty for the alleged infringement was £10. The preparation in question was an ointment, which looked like vaseline. It was called Vapour Rub, and the directions on the bottle were that the throat and chest should be rubbed with it, thus causing a vapour to be exuded which was highly beneficial.

The JUDGE: Did you say rub or grub? (Laughter.) I thought you said grub, which is much more interesting. (Laughter.)

Counsel replied that it was Vapour Rub. He had been told that doctors said that all rubbing of the chest with oil or unguent was likely in a minor degree to be helpful in certain cases. The preparation in question was sold in a cardboard carton, which was covered with paper, and had on it the firm's trade mark, and their name, and also the statement that it was for chest and throat troubles. There was also an indication that it was "P.F.1" treatment for colds on the chest. He understood that the reference was to "Pharmaceutical Formulas."

Counsel then directed his Lordship's attention to the statutes bearing on the question, first referring to the Medicine Stamp Act, 1802. There had been a number of statutes varying the duties and the articles in respect of which duties were imposed, but he was only going to call attention to two of them. The Medicine Stamp Act of 1802 granted the duties and stated the persons by whom they were payable. The question, however, did not turn on the consideration of that Section, but on one which provided that persons who made or sold medicines upon which duty was charged should from time to time apply to the Commissioners for papers and stamps to be stuck on. The provision of the Act of 1802, in so far as it specified the drugs on which stamps were payable, had been repealed. Even if they were not proprietary or secret articles, if they were held out to the public as being beneficial for the prevention of a malady they were liable to a duty. The question, however, would turn on the exemptions, and it was perhaps upon the words "known, admitted and approved" that the real contest in the case would turn. As he had said, liability only attached either to a proprietary article or to an article held out as a remedy by the makers, vendors or proprietors thereof. Where a chemist who held out the remedy was not the owner, e.g., a retail chemist who had bought the drug from somebody else, the article was exempt if it was a known, admitted or approved remedy, providing it was not a proprietary article.

His LORDSHIP: Like castor oil, for instance.

Counsel said he thought it was a very good instance. The question, therefore, for the judge to decide would be whether the article in this case was known, admitted or approved. There was a considerable history attached to the interpretation of the section under which the present proceedings had been taken. But it was laid down that an article, to be a known, admitted and approved remedy, must in fact be composed of ingredients which were openly, properly and fully stated on the packet and composed in accordance with some

well-known and recognised formula well known in medical practice. So that it was only necessary for a person to put that it was composed of A, B and C, and to make it plain on the bottle and on the label, and to show that it was in the British Pharmacopœia, to be entitled to exemption. Now there was another book known to chemists as "Pharmaceutical Formulas." As time went on and as the art of medicine as applied by the patient to himself progressed, the number of these medicines sold in chemists' shops had very much increased, and it was found very difficult in practice to be quite certain in all cases that the conditions had been complied with. One difficulty was that people would state the ingredients, but would not state the proportion of the ingredients, and the object of the Inland Revenue Department failed. Another respect in which the good intentions of the Commissioners failed was that it was often said that the prescription or composition was according to some formula, but it was very difficult to discover that formula or to satisfy anybody in the world of medicine that it really was a formula in a well-recognised book. It was quite true that "Pharmaceutical Formulas" and other books were mentioned, but in practice the way in which this was done resulted in the system breaking down. Therefore further instructions were issued. The only thing that was to be done now was to interpret the statute and consider that interpretation in relation to the facts of this case. He would call a couple of medical men to show that there was no such thing known in practice as vapour rub, although after considerable search it was discovered that it was known in "Pharmaceutical Formulas." But even in that book it was not given as vapour rub, but described as "chest vapour rub." As a matter of fact, when the Revenue authorities were making their search as to whether anybody had ever heard of the term except the chemist who sold the article and the people who bought it, it was quite impossible to find the term "vapour rub" after a good deal of search had been made.

Sir THOMAS alleged that if a remedy were sent to THE CHEMIST AND DRUGGIST, in due course when the next edition of "Pharmaceutical Formulas" came out the prescription which had appeared in the C. & D. would appear in the book with the appropriate number, and people were forming in queues to get their prescriptions into "Pharmaceutical Formulas." Perhaps one of the reasons why the system had broken down was that, because having regard to having sent the prescriptions to THE CHEMIST AND DRUGGIST the book of "Pharmaceutical Formulas" was so swollen that it no longer operated. It was now nothing but a collection of formulas. He submitted that in the present case the issue must be a question of fact.

Mr. ARTHUR WILLIAM BAKER, of Upper East Smithfield, an officer of Customs and Excise, said that on October 18, 1930, he visited 180 New Oxford Street and asked for a pot of Vapour Rub. He was handed a pot of ointment in a carton, and there was no revenue stamp on it. He paid 1s. for the pot.

Dr. PHILIP HAMILL, an ex-president of the Therapeutic Society of Medicine, said that until he received a letter relating to the present case he had never heard of vapour rub, or an article called by that name. He asked an experienced pharmacist to make a search, and looked in "Pharmaceutical Formulas," where he found a "chest vapour rub," but not vapour rub. Even with the assistance of his staff he had been unable to find anything which was described as vapour rub, and he had never heard of it as an article for the relief of ailments of the throat and chest.

Dr. JAMES JOHN DAY, medical officer of health for the East Kent united district, said that until he was



asked about this case he had never heard of vapour rub. He was in touch with the whole of the 640 medical practitioners in Kent, and although he made a number of inquiries he could not hear of anybody who had heard of vapour rub. He had met one, however, who knew of an article called Vick's Vapour Rub. But he had searched medical journals, but could not find anything of it. "Pharmaceutical Formulas" was not an authoritative text-book to doctors.

In reply to Sir ALBION RICHARDSON, who cross-examined for the defence, Dr. Day said he was not in general practice. It was when inquiring in Canterbury that he found a chemist who kept Vick's Vapour Rub.

#### Case for the Defence

Sir ALBION RICHARDSON intimated that he would call evidence first and address the Court later.

The first witness for the defence was Mr. ERNEST W. GOUGH, chemist and druggist, managing director of the defendant company, who, he said, had twenty-four shops in various parts of London. Each of the shops was managed by a resident manager. The firm bought the vapour rub from the Anglo-American Oil Co., Ltd. They had had three or four batches, and their practice was to

buy the article in tins and then pot it. The reason they began to get it was that at meetings of the managers it had been reported to witness that there was a demand for vapour rub. Every chemist in the country would probably sell the article in one form or another. "Pharmaceutical Formulas" was a well-known text-book among chemists, and was a standard book of reference for formulas in ordinary general use. It was not a medical practitioner's book at all, but undoubtedly a standard book for chemists.

In reply to Sir THOMAS INSKIP, witness said that pharmaceutical formulas often appeared in THE CHEMIST AND DRUGGIST.

Dr. W. G. STONE said he had been in practice for many years, and from time to time he had prescribed combinations of the drugs included in vapour rub.

Dr. H. F. TURNEY, assistant physician at the Great Ormond Street Hospital for Children since 1925, said he had heard of vapour rub, and people had used it with his consent and on his instructions. The ingredients in the article were well known.

Just before the Court adjourned until Thursday morning, the judge said the case was by no means as simple as it looked.

## Medical Hydrologists' Conference

By S. Judd Lewis, D.Sc., F.I.C., Ph.C.

On arrival at Amsterdam on October 30 I was ushered into a social gathering of the members of the International Society of Medical Hydrology and members of the Dutch Society for combating rheumatism. A pleasant evening of music was in no sense spoiled by a lantern lecture on improvements in the housing of the artisan classes in Amsterdam. The annual meeting of the I.S.M.H. was, this year, an emergency one, held in Amsterdam for a week-end only, in consequence of it being impossible, on economic grounds, to hold the longer conference in Berlin and Wiesbaden, which had been foreshadowed; it is hoped, however, to have the annual meeting in Germany next year, and the next in Switzerland in February 1934. The congress was, therefore, smaller than usual, about fifty foreigners and several nationals being present. There could be no visits to spas, as there are no such establishments in Holland; but papers referring to medical hydrology and kindred subjects were read by several members.

At the opening session it was with the deepest regret of all that Dr. R. Fortescue Fox, of London, who founded the Society, and was at one time its president, resigned his permanent office of chairman of the Council. Dr. E. P. Poulton, of Guy's Hospital, is his successor. The "International Register of Spas and Medicinal Waters," obtainable (price 1s.) from Headley Brothers, 109 Kingsway, London, W.C.2, was finally adopted by the Society.

One discussion will appeal to every pharmacist, "The Influence of Chill in the Causation of Disease," opened by Professor Dr. J. J. van Loghem, of the Institute of Hygiene in the University of Amsterdam. The author reported the results of an inquiry in the Netherlands made by himself in collaboration with 7,000 informants and surveying 30,000 cases during a period of twenty-seven weeks. Weekly data in relation to the incidence of "colds" (coryza, bronchitis, sore throat, laryngitis and influenza) attributed to chill were collected. The lecturer exhibited numerous curves from which it was evident that the incidence of "colds" in general follow the variation in the atmospheric temperature; but there was one notable characteristic, namely, that colds were very prevalent in September; indeed, the curve was higher than at any time during the winter, although the average temperature was comparatively high, in contradiction to the general scheme. This, however, was explained by the fact that while the average temperature in the daytime was from 18° to 19° C., at night it averaged only about 2.5° C. It was shown also that

mortality from old age followed the temperature curve generally, but the true influenza curve, as distinct from that for the more general complaint, was little influenced by the temperature. Influenza showed itself as a parasitic infection which takes its own epidemic course. "Catching cold" reduces the resistance to influenza and pneumonia. It was found that the curves were practically the same for the city of Amsterdam as for the surrounding open country, and an inquiry on practical lines into the statistics pointed to the common cold being but little, if at all, contagious. The lecturer advocated, as preventive measures, adequate clothing, maintenance of temperature, sufficient suitable food and good exercise. Thus the general results of these data support the hypothesis that the incidence of various respiratory diseases depends upon a disturbance in thermo-regulation.

Dr. J. van Breemen, of Amsterdam, discussed some phases of physical treatment, and showed that the purposeful application of a stimulus is to attain a more favourable equilibrium for the bearer of the morbid process. Whether this stimulus is obtained in physical treatment by electrical energy, by mechanical method—for example, massage or gymnastics—by thermal or light treatment, is a side-issue. The main thing is the dosage of the stimulus and its influence on the process which we are stimulating into activity, and which is followed by a "reaction." In all this, as in baths and other hydrological treatment, the skin plays a most important part. Another full discussion was on "Factors in Marine Treatment."

At Zeist, near Utrecht, I was entertained to dinner in the home of Dr. Bendien, whose name became familiar in every household some three months ago. He kindly showed me his laboratory and spectroscopic apparatus, and discussed the cancer problem. To one who has for several years been practically concerned in spectroscopy as applied to this subject the conversation was significant. Dr. Bendien himself claimed when over here that as yet he was seeing but a beam of light through a dark tunnel; and if one honours that reserve, one may still hope that the principles of his method will prove valuable, namely, the separation of certain components of the serum by flocculation, followed by their spectroscopic study. There is one factor which has as yet been far too little appreciated on either side of the Channel; no uniformly satisfactory results can attend any such method until the technique has been rendered as perfect as possible.

# The Art of Shopfitting

## Dispensing Screens

**I**N the greater proportion of pharmacies this fitting is taken for granted. Time and again the writer has heard it said by the budding prospective owner, planning the equipment of his new shop, "... oh, and of course there's the dispensing screen ...". And that was that; so long as he had a dis-

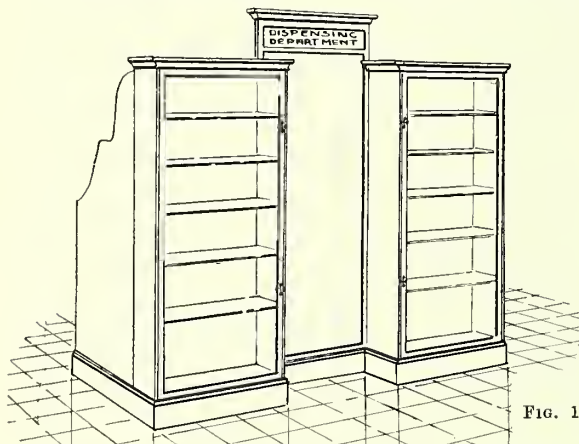


FIG. 1

pensing screen it was all that mattered! It was not until it was pointed out that there were various types available with considerable advantages for their various purposes that the chemist had given a thought towards his own selection. The dispensing screen has a dual rôle. It is, as the name implies, a screen to make privacy for the dispenser and it is also a showcase. It must combine strength and size with handsome appearance to enable it to be an ornament to the pharmacy. It must be of sufficient height and have a deep enough bench for compounding. It must also be well placed. In Figure 1 the most usual type is shown. The centre is a full length plate-glass mirror with showcases on either side. This is a good all-round fitting, especially where six feet is the space available, since, curiously enough, this length shows it in its best proportions. There is no doubt but that the long mirror amply repays the loss of sales space by attraction of the lady customer and assistance in

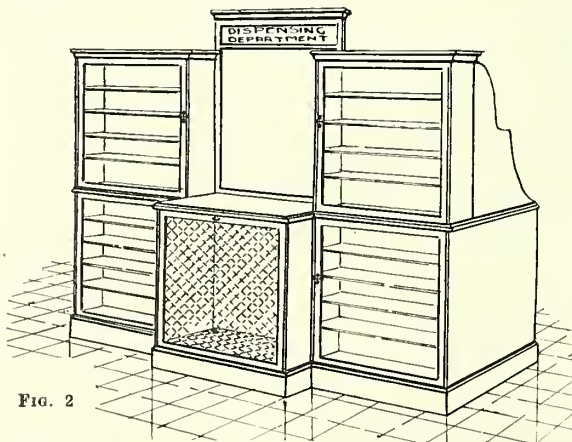


FIG. 2

light reflection. It then only requires the side showcases to be well dressed and the potential sale is at hand. In Figure 2 is shown the old-fashioned type with what is known as a "break counter" and

sponge case. A number of chemists object to this on account of the latter becoming filled with sand along the bottom from the new sponges; however, it would seem that for the small pharmacy the utility outweighs the inconvenience of constant cleaning. In the average small shop it is extremely difficult to find a good show space for sponges without going to the cost of a silent salesman, and, since these are articles which require to be shown to sell well, it would appear that this type of screen fulfills the purpose to advantage. At the same time, the writer would take the opportunity to remind the chemist to guard against the very prevalent temptation of dressing the small counter top above the sponge case with any but the smallest of goods. In countless pharmacies he has visited, this ledge has been piled high with home-made shelves crowded with various articles which detract from the handsome appearance and general proportions of the mirror above. It is not generally known that the good class shopfitter goes to no little trouble to get the several portions of his fittings in good proportion to the sizes of the whole, and, consequently, if extra stands, shelves or goods are added, the result is an overloaded and top-heavy look which is far from pleasing to the lay eye. In Figure 3 there is a new departure which is gradually gaining ground. The lower part is the ordinary counter with glass showcases in front fitted with shelves while

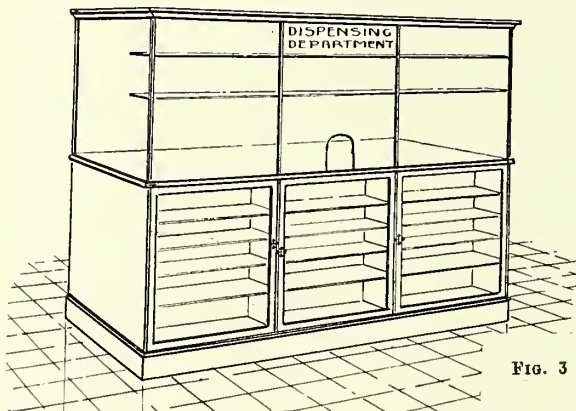


FIG. 3

the upper portion bears the difference. This latter is a simple framework glazed with clear plate-glass; in the centre is a hole similar to the pay hole of a cash desk; behind are glass shelves on metal brackets for bottles, while the words Dispensing Department or Dispensary are written in gold at the top of the centre plate. When this type is in use, a strong shaded light is recommended directly above. The sink is cut into the counter-top. The cut out opening in the centre is for passing the completed prescription to the customer. The writer cannot too strongly express the attraction formed and consequent increase in the number of customers this type has brought in many of the pharmacies in which he has advised the equipping. Figure 4 shows another idea which is a departure from the ordinary, but is suitable for those chemists who, while doing a high class trade, either have not the facilities nor the bent for the previous design. The side showcases are as already described save that the written glass tablets are inset into the doors. The mirror is bevelled to give an added finish and small fretcut brackets from the top sides down to the cases enhance the general appearance. Below the mirror, which comes down to within some 2 feet 6 inches from the ground, is a nest of drawers with handsome fronts bevelled from the solid and fitted with plain brass handles. The topmost one of these



is lined with either velvet or polished light oak, while the framework above is fitted with a clear plate-glass inspection plate, thereby giving the customer a view

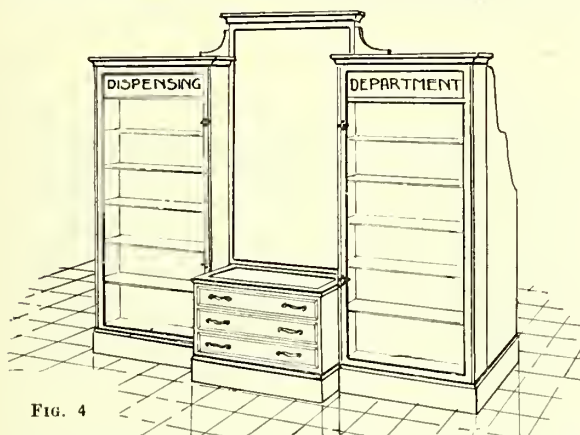


FIG. 4

of the contents. The attraction of the mirror is thus used to draw attention to the wares in this drawer. It is admirable for the display of tooth brushes, while the lower drawers can turn the whole to a veritable brush department. Figure 5 shows the most familiar view of the dispensing screen to the chemist. It covers Figures 1, 2 and 4 and presents a workmanlike appearance together with handiness. The nest of drawers holds everything needed and the three rows of shelving above take all the bottles required; the shelf continuing the drawers up to the end is a small item, but often the saving one which prevents that corner becoming a rubbish heap of scrap paper and broken wrappings. The only comments that need be made are as follows:—

1. See that the bench is deep enough for your requirements; too shallow a one is an abomination.

2. If it is a one-man business, have one or two clear glass peep-holes through the backs of the side cases. These cost but little more at the outset but are worth their weight in gold. Few things are more annoying to the dispenser alone behind his screen than to have to detract his attention from his job by keeping his ears strained in direction of the shop door. Crêpe rubber soles and heels make little sound on the shop floor, and many a customer has been lost on account of either having been unnoticed or irritated by having to tap the counter with a coin to gain the service required. With this arrangement one can sight the incomer in a moment and their small size makes no difference in the appearance of the case, nor can any action behind be observed from the front.

There are, of course, other types suitable for very special occasions, such as where the utmost room for display is essential, when it may be advisable to do away with the mirror entirely and have the front of showcases alone. There are also instances where the dispensing is done in the back shop and a whole

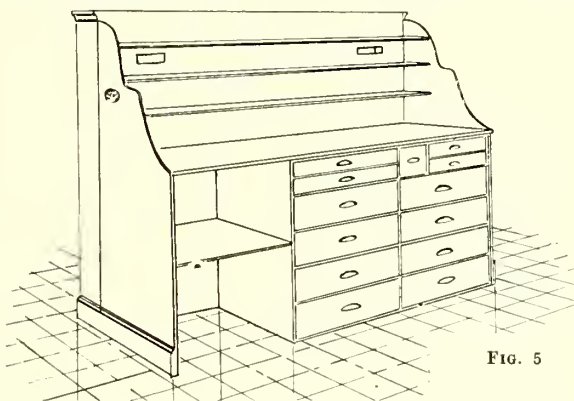


FIG. 5

room can be devoted to equipment, but an endeavour has been made to describe those which are likely to appeal to the average chemist.—UBIQUE (9/3).

## Exhibition of Colour Photography

THE third of the Royal Photographic Society's series of exhibitions illustrating the application of photography is devoted to colour photography and is being held at the Society's Galleries, 35 Russell Square, London, W.C.1. The Exhibition is open to the public daily (Sundays excepted) from 10 a.m. to 5 p.m. until November 28. Admission is free. The uses of colour photography in modern life are illustrated by the comprehensive sets of exhibits, and, in addition, there is a most interesting section devoted to the history of colour photography. In the Historical Section is shown the work and apparatus of the pioneers in this branch of photography. An Ives chromoscope and triple projection lantern of 1892—Professor Wood's diffraction chromoscope—are in the first case. In another are examples of the early one-exposure tricolour cameras. The later cameras are represented by the Crow, the Barr & Stroud Trichrome model, and the Jos-Pé. The last-named exposes three plates simultaneously. The light passing through the lens is split into three paths. Two images are reflected, one to either side from surface mirrors, while an unreflected image passes between the edges of the two mirrors directly on to the plate at the back of the camera. A filter is placed in front of each plate. In an adjacent case are the "Repeating Backs"—apparatus fitting on the back of ordinary cameras, enabling the three exposures to be made with ease and rapidity. There are, too, examples of the Lippman Process. Another interesting exhibit is that by Lumière, one of whose earliest

colour transparencies is shown and also the films for still and ciné photography. Other exhibits, consisting of filters, dyes, pigments, gelatins, etc., illustrate the various materials used in the production of the excellent colour photographs adorning the walls. Many of these show the increasing use which is being made of colour photography by industry for such purposes as showcards and magazine illustrations. Manufacturers connected with the drug trade employ to a considerable extent both of these methods of advertising, and they will find it worth while to inspect the Vivex colour prints by Colour Photographs (British & Foreign), Ltd., and the carbo prints by the Autotype Co., Ltd. Four distinct methods of printing are in general use for reproducing pictures and other originals in colour—half-tone, photogravure, offset photo-lithography, and collotype. Each process has its own technique and produces prints with distinctive characteristics. The processes have one feature in common—the first step in each case is the production of colour separation negatives. Each of these processes is represented, among the exhibitors of offset photo-lithography being Suttley & Silverlock, Ltd., while work in three-colour photogravure is shown by Lascelles & Co., Ltd. In Gallery No. 4 will be found the work of the amateurs, who have done so much of the spade work in colour photography. In the adjacent room (No. 5) are the illuminated transparencies, both historical and modern, together with an exhibit by Ilford, Ltd., showing filters and the effect of sensitising dyes upon photographic emulsions. Various colour cinematograph processes, from the Friese-Green onwards, are represented by short strips of film, together with a fine example of two-colour photography, a Kodachrome transparency lent by Kodak, Ltd. A demonstration of three-colour carbo will be given on November 18, and one on Colour Photography by Flashlight on November 25. On each of these evenings the exhibition will be open until 10 p.m.

# Theatrical Powders

By H. Stanley Redgrove, B.Sc., F.I.C.

At this time of year interest in private theatricals increases, and with it the demand for various cosmetics for "making up." In the *C. & D.*, 1929, II, 386, some details were given concerning the composition of grease paints.

Theatrical powders are quite different from the usual run of face powders intended for everyday use. For application over a grease-paint make-up, powders should be used which possess a sufficient degree of transparency not to hide the colouring, and should themselves be tinted a shade which will blend with this. For these powders no better basis could be chosen than purified talc. Other suitable materials, such as starch, zinc oxide and kaolin may be compounded with the talc. Zinc oxide whitens the powder and gives it opacity. As in the case of powders intended for use over grease paint, this latter property is not desired, zinc oxide must, if used at all, be only sparingly employed. On the other hand, when great opacity is wanted, zinc oxide may be advantageously replaced by titanium oxide, now obtainable commercially in a very high degree of purity. The question of the harmlessness or otherwise of zinc compounds in face powder has been long debated. Any objection there may be to zinc is entirely obviated by the use of this alternative substance. Although its density is less than that of zinc oxide, its covering powers and opacity are superior to those of white lead, and emphatically superior to those of zinc oxide.

Powders containing a high proportion of talc have a rather greasy feel, and are therefore sometimes known as "fettpuder." The following formula for a powder of this type is quoted from Mann's "Die moderne Parfümerie":—

Talc ... ..	3,000 gm.
Rice starch ... ..	800 gm.
Zinc oxide ... ..	500 gm.
Perfume ... ..	60 gm.

This formula, of course, may be varied considerably. The following modification is quoted from "Paint, Powder and Patches":—

Talc, purified ... ..	70 parts
Maize starch... ..	20 parts
Zinc oxide ... ..	10 parts

The term "fettpuder," however, is more correctly restricted to those powders which are really "fatty," that is to say, contain some greasy material incorporated with them to increase their adhesiveness. Powders of this latter type are not suitable for application over grease paint. They are employed in place of grease paints, more especially by amateurs who dislike using grease paints, and for daylight performances when only a light make-up is required. They may also be used in connection with grease-paint make-up, not for application over the grease paint, but for some special purpose, e.g., shading the eyelids. In Mann's work, already quoted, the use of 1 to 2 per cent. of liquid paraffin is recommended for the fabrication of genuine "fettpuder." It is pointed out that, not only is thorough mixing of the oil with the other constituents of the powder absolutely necessary, but that these constituents must be selected with great care, as not all materials absorb oil to the same extent and some tend to give it up again. Winter has published a formula for a powder basis "extra fett" in his "Handbuch der gesamten Parfümerie und Kosmetik" the only constituents being talc (1,000 parts) and a special fat basis or "corps de fard" (30 parts). The composition of the latter is:—

Stearin (stearic acid) ... ..	200 gm.
Liquid paraffin ... ..	400 gm.
Ceresin ... ..	400 gm.

Cold cream may also be used, and the following new

formula is suggested for a "fettpuder" of an opaque type:—

Talc, purified ... ..	75 parts
Titanium dioxide (97-98 per cent.) ... ..	20 parts
Cold cream (mineral oil type) ... ..	5 parts

The quantity of titanium dioxide can be varied according to the degree of opacity desired, and the proportion of cold cream may also be modified.

The use of stearates (magnesium and zinc), which have good adherent properties, must also not be lost sight of in connection with the fabrication of powders of the type under consideration; though zinc stearate has been objected to on the grounds that it is injurious.

## Suitable Colouring Materials

For colouring the various types of theatrical powders insoluble pigments are much to be preferred to dyes, owing to the danger of the latter running as a result of perspiration caused by the heat. The pigments available comprise lakes and mineral or inorganic colouring matters. A remarkably fine range of very bright colours can be obtained by means of lakes. So far as lakes of known composition met with in commerce are concerned, in too many instances these are derived from dyes of doubtful innocuity and/or contain barium or other toxic metals.

Blue and green "fettpuder" is required for shading the eyelids. For colouring these powders, ultramarine (preferably mixed with a little lampblack), cobalt blue and cobalt green present themselves as suitable. For the various flesh tints, comprising shades ranging from the palest yellow up to brown, as well as various pink tints, such colouring matters as yellow ochre, golden ochre, dark ochre, sienna, raw and burnt, Armenian bole, umber, carmine, alizarin crimson lake, etc., may be employed. It would be of little help to give formulas, as not only does the quality of the pigments employed affect the final result, but the actual composition of the powder-basis itself also plays a big part, according to its degree of opacity and departure from perfect whiteness. A good idea of the most useful combinations, however, can be gained from the grease-paint formula published in the article mentioned above. Care is required in using ultramarine. Some brands too readily undergo slight decomposition with liberation of sulphuretted hydrogen. Greasy powders are sometimes used for powdering the hair, but powders based on starch are more favoured for this purpose. The following formula for a hair powder may be used for compounding this type of powder:—

Maize starch ... ..	70 parts
Talc, purified ... ..	20 parts
Orris root, powdered ... ..	10 parts

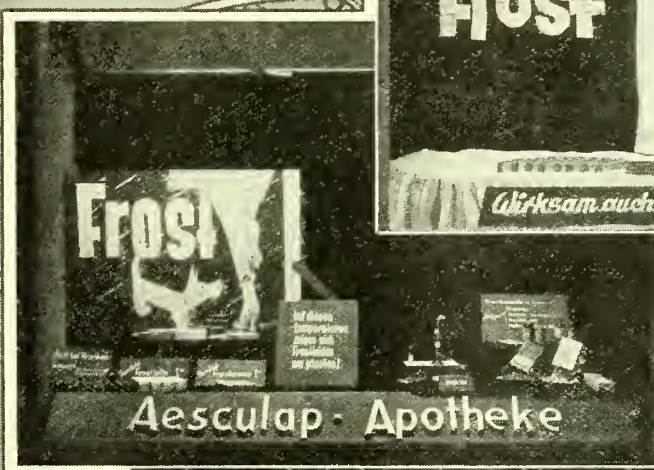
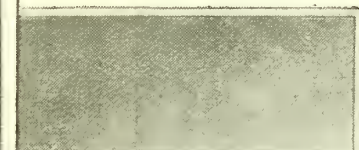
When required to be of a blonde colour, the powder may be tinted by the addition of about 15 per cent. of raw sienna. The formula, of course, can be varied within pretty wide limits.

**TURKISH THERMAL BATHS.**—The ancient thermal baths at Yalova, a town about thirty miles from Constantinople, have been reconstructed and fitted with modern appliances. Yalova is set amidst glorious scenery and possesses a magnificent beach on the Sea of Marmora.

**AN UNUSUAL BEQUEST.**—By the will of Mr. Percy Thomas, a retired chemist who died at Croydon last year, the residue of his estate is bequeathed to St. Bartholomew's Hospital, London, for the endowment of beds, with the following proviso:—"... as the said surplus income shall accrue year by year, to increase the number of beds so endowed, and the same shall be named after the Kings of England in their chronological order, beginning with King William the Conqueror, 1066, and so forward, after the Kings, the Queens, and then repeat again and again until Time shall be no more."



# Some Modern German Window Displays



Photos]

[Silber, Breslau

The above illustrations convey some idea of the modern style used in German pharmacy window display. The Aesculap-Apotheke, from which the examples are taken, is one of the oldest pharmacies in Breslau; the window is small, measuring about 7 feet wide, 5 feet high and 32 inches deep. The displays, from top to bottom, show (1) first-aid outfits and dressings; (2) and (3) winter remedies such as frost cream and chest tea; and (4) preparations for catarrh, coughs and influenza.



# Trade Notes

QUININE SULPHATE is advertised in this issue by De Kina Cultuur-Maatschappij, Hilversum, Holland.

MISTOL is the subject of national advertising by Stemco, Ltd., 128 Albert Street, Camden Town, London, N.W.1.

PLOUGH PUPPY FOOD.—Allen &



Hanburys, Ltd., Bethnal Green, London, E.2, inform us that they are introducing a specially prepared food for the weaning and rearing of puppies. Plough puppy food is a complete substitute for the natural milk. An adequate proportion of vitamin D is added to ensure the formation of sound bones and teeth. It is also suitable for kittens, brood bitches, invalid dogs and cats. A striking coloured showcard (shown in the photo-

graph) and literature is available for stockists.

DOMINION STEEL CORPORATION, LTD., Fleet Works, Queen's Road, Sheffield, offer to send a sample of their Captain safety razor blade to C. & D. subscribers who write for it.

COATS AND OVERALLS.—Garrould, Ltd., 150 Edgware Road, London, W.2, are specialising in the manufacture of coats and overalls, and are able to quote keen prices for quantities.

PRICE CORRECTION.—Ayrton, Saunders & Co., Ltd., 34 Hanover Street, Liverpool, regret that by a wrong choice of printing blocks inaccurate prices were published in their Cough Candy advertisement in last week's C. & D. Elsewhere in this issue there is a correction of the trade prices.

NEW GLOVES FOR INDUSTRY.—Macinlop, Ltd., Cambridge Street, Manchester, announce the production of new industrial gloves and gauntlets designed for the use of workers in the chemical and other industries where such safeguards are required. The gloves, which are seamless, are claimed to be a considerable improvement on existing types for strength and for the safety of the workers concerned.

GLAND POLOGY.—Paines & Byrne, Ltd., 31 Southampton Street, Fitzroy Square, London, W.1, have published a useful booklet on "Glandular Products and their Doses," a copy of which will be sent to any chemist who applies for one. Chemists, who are often in doubt as to what exactly the prescriber intends when ordering gland products, will read this publication with interest and keep it for reference.

OUABAIN.—Ouabain, a crystalline glucoside extracted from the seeds of *Strophanthus gratus*, is now prepared by Burroughs Wellcome & Co. at the Wellcome Chemical Works and issued as Wellcome Brand Ouabain in tubes of 0.5 gm. Ouabain, known as strophanthin-g, crystallises readily and its purity is easily determined by chemical analysis, thus rendering direct biological tests for potency unnecessary.

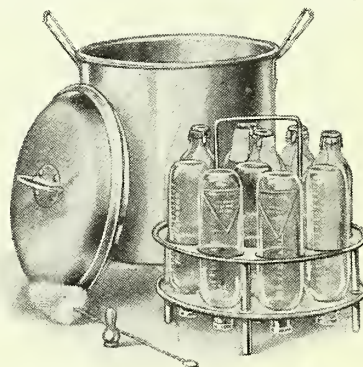
JAMES F. WILKINSON, Pendleton, Manchester, who have for many years been specialists in chemists' printing, will be pleased to send quotations on request.

CHUBBY SHAVING STICKS.—Bayley & Co., Norwich House, Southampton Street, London, W.C.1, illustrate a number of selling points for Chubby shaving sticks in their advertisement in this issue.

ZINC OXIDE.—The Cookson Produce & Chemical Co., Ltd., Port of London Building, Trinity Square, London, E.C.3, are the selling agents for Constalite brand zinc oxide made by The Egglescliffe Chemical Co., Ltd. A sample may be obtained on application.

HARRIET HUEBARD AYER, LTD., 130 Regent Street, London, W.1, have added a new product to their range of toilet preparations. It is Beautifying Face Powder. The box is covered with an ivory toned paper in a highly glazed finish which is dust-proof. It also has an interesting mechanical feature in the extended shoulder, which makes it possible to remove the lid without spilling the contents. The powder itself is of medium weight, adaptable to all types of skin. It is made by an entirely new and different process which inter-blends the powder ingredients, perfumes and colours so thoroughly that an absolutely smooth and even texture results; and in spite of its extreme fineness it has the adhesiveness of a much weightier powder. This new powder will be introduced to the public with special advertising during the coming months. With the advent of Beautifying Face Powder, several changes have been made in the shades of all the company's face powders. In future these will be obtainable in Flesh, Rachel, French Rachel, Peach, Ayerbrunette, Ayerblonde, and White. Rose Rachel has been discontinued. Ayerblonde and Peach have been added, whilst new shades are substituted for Ayerbrunette and French Rachel.

MILK STERILISATION.—While every chemist realises the importance of sterilising milk to be used for infant feeding, it is not always easy to recommend methods which are simple and efficient. By means of Maw's Eugenic steriliser, however, milk may be sterilised and kept fresh for a long period. The apparatus, which is illustrated herewith, consists of a saucepan, frame, bottles, teat and brush, and may be obtained from S. Maw, Son & Sons, Ltd., 7-12 Aldersgate Street,



London, E.C.1; full directions for use are supplied with each outfit. All metal parts are of rustproof aluminium, while bottles are of heat-resisting glass, graduated in tablespoons and ounces. The apparatus is available to hold ten or six bottles; single-bottle sterilisers (one in the shape of a jug) have been recently introduced. In connection with infant feeding chemists should remember the useful pamphlet issued by Messrs. Maw on "Some Notes on the Various Sizes of Holes in Maw's Teats." This pamphlet gives practical advice on the choice of a teat as well as directions concerning the care of teats, valves and bottles.



## Births

Notices for Insertion in this column must be properly authenticated.

**JACK.**—At 19 Mayfield Road, Edinburgh, on November 3, the wife of W. J. Jack, chemist and druggist, Loanhead, of a daughter.

**MARTIN.**—At "Birling," Hartington Street, Leek, on November 8, the wife of John Martin, M.P.S., of a daughter.

**SIDEBOTHAM.**—At Ribblesdale, Rosslyn Crescent, Wembley, Middlesex, on November 8, the wife of H. Sidebotham, M.P.S., of a son.

## Marriages

**PARKER—DERBYSHIRE.**—At the Parish Church, Ashbourne, on October 26, John Charles Parker, chemist and druggist, to Freda Mary Derbyshire.

## Deaths

**BUXTON.**—On October 28, suddenly, Mr. Henry Arnold Buxton, chemist and druggist, for ten years manager at Westgate Street, Gloucester, for Boots, Ltd. Mr. Buxton had been with Messrs. Boots for about thirty years.

**BYRNE.**—At his residence, Medical Hall, Arklow, on November 5, Mr. Arthur J. Byrne, L.P.S.I. Mr. Byrne passed the Licence examination in 1910.

**CHRISTIE.**—At Kelty, on October 23, Mr. George Christie, chemist and druggist, aged sixty.

**HOWLING.**—At Hove, on November 1, Mr. Abram Edward Howling, chemist and druggist, aged sixty-one.

**JAMES.**—At the residence of his sister, Rhos, Borth, on October 29, Mr. Enoch Watkin James, chemist and druggist, aged thirty-eight.

**RICE.**—At Teddington, on October 26, Mr. John William Rice, chemist and druggist, aged seventy-three.

**ROWE.**—In Croydon, on October 28, as a result of a road accident, Mr. John Rowe, retired chemist and druggist, Westingway, West Bognor Regis, late of Salisbury, aged seventy-eight.

**SCOTT.**—On October 21, Mr. Joseph Scott, chemist and druggist, Tranmere, Birkenhead, aged sixty.

**TROUGHTON.**—At his residence, on November 8, Mr. Reginald Troughton, chemist and druggist, 14 High Street, Conisborough, aged sixty-nine. Mr. Troughton was for some years chairman of the Conisborough Education Subcommittee.

## Personalities

**MR. TOM HAMER**, chemist and druggist, Chorley, has been elected a member of the Town Council.

**MR. STANLEY WILLIAMS**, son of Mr. H. G. Williams, chemist and druggist, Sheffield, has been appointed to the dental staff of the Royal Hospital.

**MR. J. O. MATHEWSON**, chemist and druggist, has been transferred to H.M. Prison, Holloway, London, N., as pharmacist. He was previously engaged at Strangeways, Manchester Prison.

On the occasion of the termination of his mayoralty Councillor J. S. Snell, chemist and druggist, Accrington,

was paid a number of tributes on the manner in which he had carried out the various duties associated with the office.

**MR. ARTHUR PAYNE**, M.B.E., J.P., managing director of Mawson & Swan, Ltd., collodion manufacturers, Gateshead, and a director of Mawson & Proctor, Ltd., chemists, Newcastle-on-Tyne, has been elected a member of the Gateshead Town Council.

TWICE recently the private residence of Mr. S. H. Platin, chemist and druggist Nottingham has been broken into by burglars. Much sympathy is expressed by his *confrères* at these unfortunate experiences, the second of which resulted in substantial losses.

**MR. DAVID W. H. ROBERTS**, chemist and druggist, has been appointed pharmacist to H.M. Prison, Wormwood Scrubs. This is a new appointment by the Prison Commissioners, no pharmacist being on the staff there since the late Mr. Grimshaw retired some twelve years ago.

**MR. NORMAN V. SOWDEN**, F.R.G.S., chemist and druggist, Bradford, who is well-known as a traveller and lecturer, has occupied his spare time, when at home during the summer, in the delicate work of hand-colouring 140 lantern slides for his new lecture on "Alpine Spring." Mr. Sowden began his lecture career with the Bradford Chemists' Association.

THE names of most of the newly-elected or re-elected mayors who are connected with the drug trade in some way have been mentioned in advance in our columns from time to time. It may be convenient, however, if we give a list in alphabetical order:—Mr. W. Bell, Kingston-on-Thames; Alderman F. G. Foster, Portsmouth; Alderman F. P. Pembleton, Nuneaton; Mr. I. H. Smith, Dartmouth; Mr. J. W. Staines, Ph.C., Folkestone; Mr. A. T. Webb, Hertford.

## Business Changes

**MR. R. W. NOBLE**, chemist and druggist, is opening a pharmacy at Bedford.

**BOOTS, LTD.**, have acquired the business of Mr. John MacIntosh, chemist and druggist, 26 Coombe Lane, Raynes Park, London, S.W.16.

**MR. F. M. HARRIS**, chemist and druggist, has acquired the business of Mr. C. H. Siddle, chemist and druggist, 16 Park Parade, Wembley Hill, Middlesex.

THE business conducted by Fouracres & Co. (the optical and surgical branch of Holman, Ham & Co., Ltd., chemists), at 1 Southernhay West, has been transferred to larger premises at 91 Fore Street, Exeter.

## Wills

**MR. B. HOLMES**, Bentham, Yorkshire, chemist and druggist, left estate of the net personalty £10,744, with gross value £13,227.

**MR. JOSEPH STEWART**, L.P.S.I., Bracken Brae, Glengary, co. Dublin, chemist and druggist, who died on March 17 last, left personal estate in England valued at £1,728.

**MR. JOHN MORRIS ROBERTS**, Alberta, Berthas Road, Old Colwyn, Denbigh, chemist and druggist, who died on August 14 last, left £1,043 gross, with net personalty £924.

**MR. WILLIAM TROUP**, Main Street, Rhynie, Aberdeenshire, chemist and druggist, partner in the firm of William Troup & Sons, who died on July 30 last, aged seventy-three, left personal estate in Great Britain valued at £3,798.



*John Bell, Hills & Lucas Ltd.*

**TRIAD BRAND**

**EXTRACT OF MALT & COD LIVER OIL  
with CHERRY PARRISH'S FOOD**

*Send for sample & prices*

*Oxford Works, Tower Bridge Road, London, S.E.1*

**6d. PER BOX**

**PURITAN  
SALTS** Trade Mark Rgd.

A new line advertised with "Nostoline"

**ORDER THROUGH THE WHOLESALE**

**MATTHEWS LABORATORIES LTD., Clifton, Bristol.**

*Christmas Window  
Posters, Showcards,  
& Window Decorations*

will give that finishing touch to convince the potential buyer that yours are the goods for Christmas presents. Illustrated List, in colours, No. C.N. 1279, showing tickets, posters, window slips, and all decorations applicable to the festive season, free on mention of this journal.

**DUDLEY & CO. LTD.** 451 HOLLOWAY RD. LONDON, N.7.

City Showrooms—65-66 FOLEY STREET, E.C.

**FENNINGS' 50 YEARS' REPUTATION**  
**Children's Powders**

ADVERTISED EVERYWHERE. READY SALES.  
**ALFRED FENNINGS, Cowes, I.W.**

### PATENTS AND TRADE MARKS.

There are many worrying difficulties to be overcome in connection with the Registration of Trade Marks and the grant of Letters Patent which members of the Retail and Wholesale Drug Trade can avoid by consulting efficient agents who would undertake all the trouble for an inclusive fee and obtain protection in the United Kingdom and abroad. Advice in the first instance free. Pamphlets gratis.

**REGINALD W. BARKER & CO.**

56 Ludgate Hill, London, E.C.4.

**ANTIBACSYN**

**FOR COLD, S, GONORRHOEA**  
All Microbic Infections and Septic Conditions  
—also—

**ANTIMALIGNYN**  
**FOR INOPERABLE CANCER**  
Sufficient for 1 Month's Treatment.

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**JAS. BURROUGH LTD.** 1 Gale Distillery, LAMBETH, S.E.1

**COD LIVER OIL  
AND  
MINERAL SALTS**  
**FOR CATTLE AND POULTRY**

*Write for price and particulars:*

**TOMLINSON & HAYWARD, Ltd., Lincoln.**

## "The Chemist and Druggist" COMPACT LIBRARY

### PHARMACEUTICAL FORMULAS (P.F., Vol. 1).

The tenth edition of this, the most complete pharmaceutical formulary in the English language, comprises (1) selected formulas from the British, United States, and several other pharmacopoeias; (2) unofficial formulas from hospital pharmacopoeias and other sources, British, colonial and foreign; (3) known, admitted and approved remedies (218 pages) taken from previous editions of "Pharmaceutical Formulas" and from THE CHEMIST AND DRUGGIST Diaries; (4) concise descriptions of practical methods of manufacture, adapted to the retail shop; (5) an Appendix comprising laws and regulations governing the sale of poisons, the hours of closing, medicine-stamp duty, the use of spirits and many other data—e.g., a solubility table and chart. The volume contains 1146 pages. Price 15s., by post 15s. 9d.

### THE ART OF DISPENSING.

The tenth edition was published in 1926. It has been thoroughly revised and considerably improved, while maintaining the features which have made it so popular with several generations of students. All chemists should keep this book in the dispensary for ready reference when difficulties arise in the course of the day's work. Price 8s., by post 8s. 6d.

### VETERINARY COUNTER PRACTICE.

Chemists interested in veterinary practice will find it indispensable, as it deals with the ailments of horses, cattle, sheep, pigs, dogs, and poultry, and the remedies that can be supplied. New edition, 1930 (Eighth), brings this book thoroughly up to date. It has been written throughout by experienced veterinary surgeons. Price 7s. 6d. net, by post 8s.

### PHARMACEUTICAL BOTANY.

An attractively written book dealing with the plants mentioned in the examination syllabus of the various pharmaceutical examining bodies. Botanical terms which at first sight are forbidding in appearance are explained so that the meaning is made crystal clear. A useful gift for apprentices and assistants who have not passed the qualifying examinations. Price 5s., by post 5s. 4d.

Published by "The Chemist and Druggist"

28 Essex Street, LONDON, W.C.2

Branch Offices: Manchester and Sheffield, England.  
Glasgow, Scotland. Melbourne & Sydney, Australia.  
Auckland, New Zealand.

## Information Department INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated

- |                                 |                                 |
|---------------------------------|---------------------------------|
| M/1111. Apex tooth brushes      | S/611. Hydrocreol               |
| B/411. Burnet's instep supports | M/1111. One Minute razor blades |
| R/711. Cygnet shaving brushes   | S/611. Pan Melitis tablets      |
| B/411. Drosefield's lemon cream | L/2810. Philacomme hair lotion  |
|                                 | G/1111. Purree feeding bottle   |
|                                 | E/1111. Stibiform               |



# THE CHEMIST AND DRUGGIST

VOL. CXV      NOVEMBER 14, 1931      NO. 2701

## Price Reductions

Nor the least of the chemist's worries is that caused by changes in the prices of proprietary articles, and more particularly when the changes involve reduction of familiar prices. Since all such changes are made primarily, if not entirely, in the interests of the manufacturers of the articles, it would appear only reasonable that they should do everything in their power to minimise the inconvenience which must necessarily be experienced by retailers of their goods when the face value of those goods is altered. It is greatly to the credit of manufacturers generally that they are usually at pains to minimise this inconvenience; but the procedure when prices are lowered is not always the same, and that adopted by some manufacturers is much more satisfactory than the methods which commend themselves to other manufacturers as sufficient to meet the case. Thus, what may be regarded as the ideal system is one in which the manufacturers advertise the coming price reduction well in advance, and, at the same time, advise retailers by circular letter that the price reduction will take effect on a certain date. An addressed card is enclosed with the circular, and each retailer is asked to indicate on this card what stock of the affected article he may hold on receipt or on a certain date, after which the card must be posted back to the manufacturer. If the only change affecting the article is one of price, the retailer receives in due course a remittance for the difference in price on the stock he held at the given date, or a credit note to be passed to his usual wholesaler. If, however, the change in price is to be accompanied by any change in size or style, the retailer is asked to return his stock to the manufacturer after a certain date, carriage forward, and to have the returned stock credited through his usual wholesaler, or receive fresh stock to full value in exchange. The manufacturer adopting this plan bears the entire cost of making good any possible loss that might be sustained by the retailer, and it goes without saying that chemists who share in such adjustments feel that every consideration has been shown to them. In some instances, however, they have cause for dissatisfaction on the ground that the manufacturer does not always give adequate advance notice of the change. One reason for this is the desire on the part of the manufacturer to keep the coming change secret from competitors until it is too late for any of them to decide upon and announce a similar change at the same date. But no such reason justifies a manufacturer in delaying his announcement so long that the chemist's customers learn about the reduced price through the daily newspapers as soon as or before the chemist himself knows about it.

## Delay in Notifying

Nothing is more annoying than to be asked for a particular proprietary article, and, after charging the accustomed price, to be told that public notification has been made of a reduction in price. Manufacturers should be at pains to avoid undue delay in notification, if only because the effect of such delay may more than counteract in the chemist's mind any grateful impulse consequent upon the offer of generous replace-

ment terms after the event. There are other manufacturers who do not appear to regard themselves as being under any obligation towards chemists, when prices of their goods are reduced, either by formally notifying the changes, or by undertaking to exchange or balance the value of stock in hand at the time the change is made. These manufacturers may feel fully justified in adopting the course they choose to pursue; but it is not surprising that chemists who find themselves holding stock in such circumstances feel aggrieved, and that is not good for the manufacturer's business. It must be admitted that all retailers do not merit the generous terms which are so frequently meted out to them. On the whole, however, it may not unreasonably be claimed that the chemist and druggist, who provides the easiest and best way for manufacturers to distribute medicaments and many other articles to the public, is deserving of better treatment than he often receives from manufacturers. The worst possible attitude for manufacturers to take up in dealing with him is that of "take it or leave it." There appears to be a clear indication of the desirability, on the part of manufacturers generally, of acting upon the principle which actuates those of them who do not consider their products sold until they have actually got into the hands of the consumer. There is reason to believe that action upon these lines has been proved by experience to be fruitful in results.

## Competition in Drugs

THE letter by Mr. John Humphrey in our issue of November 7 on "Competition in Drugs" draws attention to a state of affairs that is probably becoming more serious year by year. The sale of drugs by unqualified traders has, during the past few years, developed to an unprecedented extent, principally by reason of:—

(1) The rapid growth of the outskirts of London and many provincial cities, and the development of new districts. In such cases the advent of the grocer's shop or general store precedes that of the chemist, and often such districts will not support a chemist.

(2) The increasing interest taken in the sale of drugs by many kinds of traders, and particularly by multiple shop concerns.

(3) The growth of unqualified drug-store trading.

The opening of chemists' shops is now proceeding at such a rate that the state of affairs outlined in (1) is changing. It may be stated with some confidence that the necessity for drugs to be sold at general stores is disappearing. It is not so easy, however, to suggest a remedy for (2) and (3). There can be no doubt that these unqualified people often possess a flair for salesmanship that is not always possessed by the pharmacist; and not being hampered with any ethical scruples they sell drugs as they would any other commodity—and often do remarkably well. It does not follow, by any means, that the man who runs an unqualified drug store has no knowledge of drugs. Many of these people have been indentured apprentices and are therefore legally entitled to sell "known, admitted and approved remedies" containing no scheduled poison. The majority are as conversant with the keeping properties of drugs as is the pharmacist. After all, much of the trouble of the supply of drugs to the unqualified must be laid at the door of the qualified. There are in every large centre semi-wholesalers who have started in the usual way and who have developed, bit by bit, business with small shopkeepers for drugs and packed drugs, as well as proprietary medicines and sundries. Mr. Humphrey, at the end of his letter, rightly stresses loyal co-operation between pharmacists as the cure for much of this unqualified trading. With it we may urge better salesmanship on the part of chemists in selling drugs, more insistence on qualification and all that it implies, and such concerted action on the part of organised bodies as may be practicable.

# The Relationship of the Pharmacist to the Public

Notes of an address delivered to the Somerset Branch of the Pharmaceutical Society, on November 5, by John Humphrey, Ph.C., Chairman of the British Pharmaceutical Conference, 1929-1930

THE position of the pharmacist in relation to the public is one which has been shaped mainly by circumstances, and only to a limited extent by legislative action. He has his titles or business descriptions protected by Acts of Parliament, and the sale of certain poisons is similarly restricted to him; whilst medicines for insured persons may only be dispensed by or under the supervision of a registered pharmacist. But his general business as a chemist and druggist is widely encroached upon by unqualified persons, and there has long been a desire on his part that his position in the community should be more clearly defined, and his peculiar functions more closely safeguarded.

For some considerable time past, as you are aware, we have been endeavouring to shape to our needs a Bill which was introduced into Parliament as a departmental measure, a Bill which had the backing of the Government, and could not be amended to any marked extent except by agreement with the Government officials who were responsible for what it contained. Only partial success was attained in respect of one of the points regarded as essential at the last meeting of pharmaceutical delegates and blank failure had to be recorded so far as the other essential point was concerned. We had the consolation of knowing that the dispensing of all medicines containing scheduled poisons would remain restricted to chemists and druggists, and that the future Poisons List might well prove to be the key to the situation.

## The Pharmacist's Function

There can be no question that the pharmacist is singled out by his special training and registration after examination as the only person properly qualified to compound and dispense medicines for the public. Whether any particular medicine contains poison or not is immaterial, the prime essential being that none but duly qualified pharmacists shall be concerned in the sale and distribution of medicaments for human use. This applies more particularly, of course, to medicines which require to be specially compounded and dispensed for persons receiving medical treatment; but it naturally follows that all compounding and dispensing of medicines, and the sale of all medicaments for human use, should be restricted to the same channels of distribution. Not only is it a fact that unqualified retailers of drugs and compounded medicines know little or nothing about the nature and properties of the substances; it is equally true that the vendor without the special knowledge possessed by the pharmacist is unable to vouch for the activity of any drug or galenic he supplies. There is probably little doubt that a large proportion of the medicaments sold elsewhere than in regular pharmacies would prove on examination to be more or less devoid of medicinal activity.

We arrive, then, at the conclusion that the pharmacist is the person singled out as the particular member of the community whose special function is the supply of drugs and medicines of all kinds, and the safeguarding of the public against the mischief attendant upon the use of inferior material as medicaments. So far this position has not been definitely recognised by the State; but there is a steady trend of events in that direction, as witness the fact that medicine for persons who are insured under the National Health Insurance Acts may only be dispensed by, or under the direct supervision of, duly qualified pharmacists. This means that something like one-third of the population is properly safeguarded so far as concerns the dispensing of

medicines prescribed by medical practitioners. The relationship of the pharmacist to the public, in its primary aspect, is beyond question that of the person who should supply and guarantee all medicinal requisites. Whilst State recognition of this position is lacking for the present, there is no reason why pharmacists should refrain from pressing the point that they alone, by virtue of their special training, are competent to meet all requirements as compounders, dispensers and sellers of medicines.

Closely allied to the supply of medicines is the supply of surgical and sick-room requisites, which falls naturally within the province of the pharmacist who makes a special point of fitting himself to be the most competent person to meet the public needs in this respect. A practical acquaintance with nutritional requirements, based upon a limited study of physiology, will enable him to give expert advice upon the use of prepared foods for infants and invalids, and should naturally tend to attract to him the business in those particular lines. Then, there are photographic supplies, toilet accessories, agricultural and horticultural requisites, chemical substances required for other than medicinal purposes. All these come within the pharmacist's legitimate province by virtue of his special training and knowledge; but it depends largely upon himself to convince the public that the supply of the best material obtainable, coupled with advice that is really expert advice, makes it worth their while to recognise him as the most competent person to satisfy their requirements and render them efficient service. The relationship of the pharmacist to the public, as scientific and technical adviser, is well worth cultivating, as has been proved by many and can be proved by more.

## Combined Action

Co-operation among chemists and druggists can do much to help in establishing their position and presenting their relationship to the public in its best light. There should be combined action in pushing the pharmacist's claim to public support, persuading manufacturers and wholesale houses that the pharmacist is entitled to special consideration, and converting weak-kneed members of the craft to a wider and more sympathetic outlook. It should be as rare in pharmacy as it is in medicine, regarded as a professional occupation, for any legally qualified practitioner to lend assistance to unqualified persons in carrying on their business. Fifty years ago, chemists and druggists were complaining of unqualified competition just as they are today, and we still find that the mischief complained of is largely due to the fact that the unqualified dealers are able to obtain their supplies of drugs and compounded medicines from pharmacists or from wholesalers with whom pharmacists deal. Some pharmacists even go out of their way to stock and display packed goods identical in get-up with those supplied to unqualified dealers. But the worst feature of all is the unconcern displayed by pharmacists who lend support to unqualified trading in drugs and medicines.

It must not be overlooked that what confronts the pharmacist is the need of capturing and not re-capturing a position. Starting with a proper appreciation of the pharmacist's relationship to the public, and agreeing among themselves what that relationship requires of them, severally and jointly, the pharmacists of Great Britain should press forward in the direction of establishing their business in the position it merits in the public estimation, and not rest content until that end has been attained.



# Pharmaceutical Society of Great Britain

## Evening Meeting

THE first London evening meeting of the present session was held at 17 Bloomsbury Square, London, W.C.1, on November 10, the president (Mr. A. R. Melhuish) in the chair. With the president at the table were Sir William Willcox (Government visitor to the Society's examinations in London), the vice-president (Mr. F. G. Hines), and the secretary (Mr. H. N. Linstead); the audience included Dr. Archer, Dr. Burn, Dr. Haas, Dr. Linnell, Mrs. Freke, Mrs. Melhuish, Miss Borrowman, Messrs. E. T. Brewis, H. Davis, F. J. Dyer, R. Fouracre, A. H. Jenkin, C. Morton, C. A. Noble, E. S. Peck, J. W. Peck, F. G. Wells, F. Wokes, and W. Wyatt. The lecture theatre was filled to capacity, despite inclement weather, and applause greeted the president as he rose to introduce the lecturer.

The PRESIDENT mentioned that this was the first meeting of the session, and said he was particularly pleased to see such a large attendance. Sir William Willcox, the president added, had crowded as much experience into his life as any medical man could possibly do. He called upon Sir William to deliver his address on

### The Practical Relationship of Bacteriology to Pharmacy and its Influence on the Curriculum

#### [ABSTRACT]

Sir WILLIAM, at the outset, recalled that it was twenty years since he succeeded his former chief as visitor for the Privy Council in connection with the Society's examinations. He always found everything as it should be, for the Society had a wonderful Board of Examiners. The subject he had selected for his lecture was chosen because it was one in which he was greatly interested, and on which he felt very deeply. The changes that were taking place in therapeutics, pharmacology and in science, affected pharmacists in their profession. It was obvious that they should all keep abreast of the times, and accommodate themselves to these new discoveries and new advances. At the present time pharmacy and poisons were in the melting-pot. What was going to happen they did not know, but they hoped the changes would be for the good of the public, and also for the good of the profession.

Changes, however, were under consideration, and they were changes which were intended to meet modern requirements. It was to be hoped that they would. In the present century great changes had taken place in regard to the administration of medicines. Although these were still administered in the old-fashioned way, large quantities of drugs were now given subcutaneously, intramuscularly and intravenously, where their action was the most rapid of all. Sometimes for doing certain tests remedies were administered into the skin itself, and sometimes in special cases into the membranes or the space between the membranes of the brain or spinal cord. Quite lately a method had been adopted of introducing remedies right into the lymph which surrounds the brain. In these cases an inch too deep would mean certain and sudden death to the patient. Now, it was necessary that pharmacists should keep pace with these new methods, and that it should be possible to make medicines conveniently and safely for such methods of administration. Mouth administration, which used to be the usual method, was unsuitable in many cases, for if medicines were taken by the mouth they might not be absorbed at all, or they might be decomposed in the stomach. A further reason was that sometimes the stomach refused to absorb these medicines at all. There was a whole group of remedies with which pharmacists were familiar, viz., biological remedies, such as vaccines and sera. Pharmacists had to handle them, and, perhaps, to bottle them, and tell

the public about them, and, therefore, some knowledge of them came within the scope of pharmacy.

#### THE IMPORTANCE OF STERILISATION

The administration of medicines subcutaneously was not a simple problem, and yet it was extraordinary how ignorant many people were of the dangers. Pharmacists were familiar with the dangers from the chemical side, and knew that a too strong solution might cause agony and destruction of the tissues. (The lecturer gave examples.) It was therefore of the utmost importance that all liquids which were to be given by the subcutaneous route should be carefully sterilised; sterilisation was a very complicated problem. He had looked in the Pharmacopœia and had found that there were five hypodermic injections, and in the details of their preparation, which all chemists were expected to know, it was astounding to him to find that there was nothing to suggest that they should be prepared sterile. It must be said to the credit of modern pharmacists that they had done their best to keep themselves in the front line of modern advances and very far ahead of the British Pharmacopœia of 1914, and they knew the importance of preparing the remedies for subcutaneous injection under sterile conditions. They knew the danger of sending these medicines out not sterile. Now they could not understand the methods of preparing sterile remedies or medicines unless they had had some bacteriological training. They must know the principles of bacteriology. He had been looking through the syllabus, but there was no mention of the subject. He knew that the changes which should be enforced to bring the curriculum and training up-to-date were being very carefully considered, but it was necessary that something should be done.

A bacteriological training was absolutely necessary not only for doctors, but pharmacists and nurses and all who had to do with medicines. There was such a lot of slovenly work going on at the present time. They all knew it was wrong, but did not think to say so, and it was high time that a stop was put to it. If the modern routes of administration of medicines were to be used they must all bring themselves up-to-date so that the methods could be carried out with thorough efficiency and safety. He was not saying this in any spirit of hostility, but this new type of pharmacy had come upon them before they were trained for it, and they must gird up their loins and make themselves efficient to deal with it.

#### SUGGESTED MODIFICATION OF SYLLABUS

Sir William referred to the curriculum which, he declared, was overloaded. He could sympathise with students who were working for pharmaceutical qualifications and degrees. It was necessary that the curriculum should be tackled for modern requirements, and he said, without fear of contradiction, that it was necessary that it should contain the principles of bacteriology. Students before being qualified as pharmacists should have had some training in the principles of bacteriology, and should know what precautions must be taken if a sterile solution was to be prepared for administration. He urged that some modification of the syllabus should be made so that bacteriology and its applications should be included. Possibly a little of the botany might be cut down. It was not necessary that they should be burdened with a tremendous lot of bacteriology in the curriculum. A short course would be tremendously interesting to the student, who should pick it up in no time.

Sir William recalled that in the report of the committee of inspection, which visited the Society's premises on behalf of the London University, attention was called

to the necessity of having some teaching in bacteriology in order that methods of preparation and administration of medicines by modern ways might be thoroughly understood. He thought it advisable that the teaching of bacteriology should be carried out by someone who had a practical knowledge of therapeutics. It should be carried out by some bacteriologist who had a medical qualification. The pharmacist was the person who knew best about how remedies should be prepared. He understood their chemical constitution and compatibility, and it was a very little step for him to make himself master of the principles on which sterilisation was based.

### Discussion

The PRESIDENT said he was sure they had listened with the utmost pleasure to Sir William's address. Sir William and himself had often discussed the principles of sterilisation and the introduction of bacteriology. They on the Council had given great attention to the subject of Sir William's address. One of their greatest difficulties was to squeeze this subject into the academic year. They had gone, however, some way to solve this difficulty. He thought that even the students of to-day would realise that there was very much indeed in what Sir William had advocated. He thought also that when the new syllabus was evolved the new subject would be included.

Dr. BURN said he had greatly enjoyed listening to Sir William. Sterilisation, he thought, was a highly-skilled and technical process. He thanked Sir William for his address.

Mr. DAVIS said he had been greatly interested in the lecture. It seemed to him that the men who were going to give the course must have a great deal of experience. He believed that in all hospitals where a pharmacist was employed sterile solutions were prepared in the pharmacy and sent up in foolproof containers.

Mr. FOURACRE said that at the present time nurses were trained differently to what they used to be.

Mr. LINSTADT had had certain experiences recently in trying to make preliminary arrangements for the teaching of bacteriology in the School of Pharmacy. He thought they wanted a bacteriologist rather than a medical man.

Mr. BOYES said that pharmacists were called upon to supply medical men with vaccines and sera. He suggested including in the curriculum a course sufficiently comprehensive to enable pharmacists to meet the requirements of medical men in that direction.

Sir WILLIAM WILLCOX, in reply, thanked them all for the way in which they had received his paper.

The VICE-PRESIDENT said he felt great pleasure in moving a vote of thanks to Sir William. They were deeply grateful to him for coming to address them.

Mr. JENKIN seconded the motion, which was carried.

## Association Meetings

**Manchester.**—A joint meeting of the Manchester Pharmaceutical Association and Manchester, Salford and District Branch of the Pharmaceutical Society was held on November 3, Mr. D. Dickson in the chair. There was a good attendance. The chairman, in his opening remarks, said they were fortunate in having Mr. Holland, who had come specially from London to address them on the subject of *Ailments of the Feet and their Correction*. Mr. Holland described the structure of the human foot and explained the special functions allotted to each part. After questions had been asked and answered, the members inspected numerous diagrams, models and appliances. A cordial vote of thanks, proposed by Mr. H. Haworth (president of the Salford Pharmaceutical Association) and seconded by Mr. J. H. Franklin, was accorded to Mr. Holland for his instructive address.

## Festivities

### Glasgow Whist Drive

A successful whist drive was held under the auspices of the Glasgow Pharmacy Club, on November 3. Mr. D. G. Mackenzie (president) welcomed members and friends and hoped all would have an enjoyable game. Prizes were won by the following:—*Ladies* (1), Miss Doris Déplanche; (2), Mrs. Grierson; (3), Miss Black; (consolation), Miss M. Barrett; (lady playing as gentleman), Mrs. T. S. Duncan. *Gentlemen* (1), Mr. J. Nicol; (2), Mr. Eric Allison; (3), Mr. T. McEwan; (consolation), Miss E. Andrews (playing as gentleman); *Travelling Prizes*, (lady), Mrs. Mair, (gentleman), Mr. D. Black. An amusing and novel conjuring entertainment by Mr. McLennon was much enjoyed. Mrs. MacGillivray, who handed over the prizes, was awarded a vote of thanks, and this brought a pleasant evening to a close.

### Bath Whist Drive and Social

A WHIST DRIVE was held recently under the auspices of the Bath and District Branch of the Pharmaceutical Society. Mr. T. Rees (Corsham) was re-installed president, his election taking place at the supper which followed. Mr. W. H. Hallett proposed a vote of thanks to Mr. Rees for his services during the past session. Mr. Luther Wilson seconded. The president said he would do his utmost to carry out the duties, which were by no means as arduous as those of their worthy secretary, Mr. W. J. Hallett, who did all the work. The whist drive prizes were handed to the winners by Mrs. Rees, as follows:—*Ladies* (1), Miss Ozzard; (2), Mrs. E. Williams; (consolation), Mr. L. D. Cox; (travelling prize), Mrs. D. J. Williams; (most times at one table), Mrs. Moore. *Gentlemen* (1), Mr. D. J. Williams; (2), Mr. R. Bawn; (consolation), Mr. E. Rogers; (travelling prize), Mr. Luther Wilson. A prize was presented by Mr. W. J. Hallett, who acted as M.C. for the whist drive, and was responsible for the arrangements. Dancing followed.

### West Kent Dinner

THE twelfth annual dinner of the West Kent Pharmacists Association was held at the Royal Bell Hotel, Bromley, on November 4, Mr. C. R. Stanyon (president) in the chair. The function was a great success. Guests and friends, to the number of 100, included Mr. A. R. Melhuish (president of the Pharmaceutical Society), Mr. and Mrs. J. E. French (Sittingbourne), Mr. and Mrs. Want, Mr. and Mrs. Neve (Croydon), Councillor Law (president of the Bromley Chamber of Commerce), Mr. A. J. Wing (Woolwich), and Mr. F. Browne. Mr. J. E. French (president of the Kent Pharmaceutical Committee), having eulogised the work of Mr. Melhuish, proposed "The Pharmaceutical Society of Great Britain," coupled with the name of the president. The toast was received with enthusiasm. Mr. Melhuish, in reply, recalled other happy visits to West Kent, where he felt very much at home. He touched briefly upon current pharmaceutical topics. He wondered what form the Pharmacy and Poisons Bill would assume when the new Government was able to give time to such matters. Mr. Melhuish assured the company that the Society might be depended upon to safeguard the interests of pharmacy. He felt sure it would be recognised that what was good for pharmacy should be good for the community. The co-operation of the branches throughout the country would still be valuable in approaching Members of Parliament in this connection. He paid a high tribute to Mr. Bennett's work for pharmacists in the late Parliament. Other toasts were "The Visitors," proposed by Mr. Cyril B. Snow (Farnborough), and "The Chairman," given by Councillor Allan Bone (Chislehurst), who also acted as toastmaster. A programme of music, humour and conjuring rounded off a delightful evening.



## Corner for Students

Conducted by Leonard Dobbln, Ph.D.

Communications should be addressed "Corner for Students," *The Chemist & Druggist*, 28 Essex Street, London, W.C.2."

(Continued from the C. & D., November 7, p. 563.)

### PRIZES

The First Prize for the best analysis has been awarded to:—

ALAN G. NICHOLSON, 11 Wilford Crescent, E., Nottingham.

The Second Prize has been awarded to:—

LEO PICKUP, 56 Bank Top, Blackburn, Lancs.

**First Prize.**—Any scientific book that is published at a price not greatly exceeding fifteen shillings may be taken as a first prize.

**Second Prize.**—Any scientific book which is sold for about seven shillings and sixpence may be taken as a second prize.

The students to whom prizes are awarded are requested to write at once to the publisher, naming the book or books they select.

### TO CORRESPONDENTS

A. G. NICHOLSON.—When testing the sodium carbonate extract for acidic radicals, a precipitate of ferric phosphate should have been obtained on acidifying with acetic acid and adding ferric chloride. Perhaps the solution of the latter reagent contained too much free hydrochloric acid.

NITROSYL.—Failure to detect the sulphuric acid radical was the most serious fault in your analysis. Your report does not indicate that you applied any test that could have revealed its presence.

IN UTRUMQUE PARATUS.—Borax bead tests should have indicated the presence of manganese. The precipitate which you attributed to aluminium was due to manganese. The liberation of ammonia when the powder was gently heated in a test-tube was accompanied by the liberation of water vapour in moderate quantity. It was not accurate to describe the powder as insoluble in water; interaction took place when water was added and a solution containing ammonium sulphate resulted.

J. A. HENDERSON.—Your report would have been considerably strengthened by the inclusion of tests proving the absence of various acidic radicals, including those of nitric and the halogen acids. Carry out some comparative bead tests with manganese and with iron compounds.

GOWER.—The dark brown precipitate you obtained with hydrogen sulphide may have been due to traces of iron not completely removed after the phosphate separation; had the precipitate consisted of manganous sulphide alone it should have been buff coloured. Make yourself familiar with the differences of the borax beads yielded by nickel and manganese compounds.

EN AVANT and  $H_2SO_4$ .—The inaccuracies in the results you report are identical, except as regards the finding of ferric salt in one case and cobalt salt in the other. Bromate, sulphite, and aluminium were all absent. Repeat the analysis with mixtures prepared by yourselves, and ascertain how you were led to incorrect conclusions.

H. F.—The results you report as to main constituents are correct. As you state results only, we have not made any award of marks. The results in this analysis are not considered in connection with the exercises in the Tournament series.

"SELLING STUNTS FOR SHOPKEEPERS" is the title of a collection of sales ideas compiled by Gerald Findler and published (price 2s.) by W. Foulsham & Co., Ltd., to Red Lion Court, London, E.C.4.

## Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts.

### Local Reports

#### ENGLAND AND WALES

**Burnley.**—At a meeting of Burnley Insurance Committee on October 2, it was stated that a serious view would always be taken of any departure from the highest standards of dispensing. The intimation followed inquiries by a special committee into complaints regarding the alleged wrongful dispensing of lotions containing picric acid. In one case the Committee recommended that no action be taken, but in the other case it was suggested that the chemist be cautioned. The Committee found that the chemist was wrong in issuing a lotion containing undissolved crystals.

**Denbighshire.**—At the recent quarterly meeting of the Denbighshire Insurance Committee it was reported that during the year 1930 the average cost of drugs and appliances per person in Wales was 2s. 6d., and in Denbighshire the average cost was 2s. 8d. per person. The number of prescriptions issued during the year was 161,289, the cost of which was £5,337 7s., compared with £5,605 19s. for the previous year. During the year 1930 the Committee paid to doctors and chemists, for medicines and appliances, £7,405. During the past twelve months the Medical Service Subcommittee have had to consider nine complaints against chemists. None of the complaints could be regarded as being serious. The Committee also considered the reports of two meetings of the Pharmaceutical Service Subcommittee relating to complaints against five chemists. The complaints arose under the scheme for testing drugs and appliances; although the errors in dispensing were not serious, the analyst's certificates revealed that the dispensing was not quite up to the standard of accuracy expected.

**London.**—A meeting of the London Pharmaceutical Committee took place on October 20, Mr. G. B. Barnard in the chair. In order to secure economy in the publication of the Drug Tariff the Committee, being assured that chemists will receive payment according to the monthly fluctuations of prices, have informed the R.P.U. that they are in favour of the issue of the Drug Tariff twice a year instead of monthly. The secretary reported that the following articles supplied to insured persons had been referred by the Insurance Committee to the Panel Committee for adjudication:—Glass ear syringe, Jacques œsophagus tube, cradle bed and sling. Comparative figures for the month of July 1930 and 1931 were as follows:—

	1930	1931
Total number of prescriptions .. ..	581,878	585,502
Cost of ingredients ..	£7,843 2s. 1d.	£8,079 1s. 2d.
Cost of dispensing fees..	£10,426 7s. 0d.	£10,513 2s. 5d.
Average cost of ingredients.. ..	3.24d.	3.31d.
Average cost of dispensing fees .. ..	4.30d.	4.31d.
Total number of persons on list .. ..	1,887,392	1,902,783
Average number of prescriptions per person	0.31	0.31
Average cost per person	2.32d.	2.35d.

The Chemists' Service Subcommittee reported particulars of seven cases dealt with under the testing scheme. Two chemists were cautioned and five were censured.

**Warwickshire.**—The Warwickshire Pharmaceutical Committee met on October 22. Questions as to the pricing of digitalin pills were ordered to be submitted to the Central Checking Bureau for investigation and report. The chairman reported that several tests of medicines dispensed during the last quarter had been made, and that the results had been found to be such that no meeting of the Pharmaceutical Service Subcommittee had been necessary. Figures submitted by the Investigation of Prescribing Committee showed a low average in dispensing costs during the last three months.

# Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

## 28 Essex Street, W.C.2, November 12

BUSINESS has once more been on a moderate scale and the markets generally are quite steady. The continued weakness in sterling tends to harden the position in not a few products. It is generally anticipated that business is likely to show improvement as soon as the Government make known their intentions in regard to any new legislation affecting commerce. A good deal of business is, no doubt, in abeyance pending this development. In pharmaceuticals business has been generally quiet and mostly concerned with deliveries from old contracts. The chief price alteration is a big cut in mercurials. Lactic acid, B.P., tends to harden in view of the reimposition of Key Industry Duty on January 1 next. Importers' quotations have been reduced to be more in line with home makers' prices. Bromides are a penny dearer. In crude drugs West African ginger, saffron and anti-mony are dearer. Other products in this section are all fairly steady, but business is by no means active. The markets dealing in essential oils have shown little real activity, but prices are by no means unsteady. Lemongrass and Australian eucalyptus and spike oils continue steady. Japanese dementholised peppermint is unchanged on spot and for shipment, and the American oil is not so weak. The demand for industrial chemicals has been quiet, but there is a distinct tendency for values to advance. Red and white lead prices are dearer by 30s.; imported sal ammoniac is firmer. In a number of instances prices for contracts for next year are mentioned at higher figures. Some few products, principally palm oils, have been active in the fixed oil group, and, generally, business has been better in these articles. Linseed and American turpentine are steadier, the latter showing a good recovery. Nearly all products in the coal-tar section are brighter and steadier. Carbolic acid crystals tends to advance for delivery next year. Pitch shows a further rise and is active. Toluol and xylol are dearer. Cresylic acid has shown more life.

## Exchange Rates on London

The following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par.	Nov. 12	Value of the £
Amsterdam ..	Fl. to £	12.107	9 $\frac{7}{8}$	15/7
Berlin ..	Mks. to £	20.43	16 $\frac{1}{2}$	15/8 $\frac{1}{2}$
Brussels ..	Belga to £	35	27 $\frac{7}{8}$	15/6 $\frac{1}{2}$
Copenhagen ..	Kr. to £	18.159	17 $\frac{1}{2}$	19/6 $\frac{1}{2}$
Lisbon ..	Esc. to £	110	109 $\frac{1}{2}$	19/11 $\frac{1}{2}$
Madrid ..	Ptas. to £	25.22 $\frac{1}{2}$	43 $\frac{1}{2}$	34/6
Milan ..	Lire to £	92.46	73 $\frac{1}{2}$	15/10
Montreal ..	Dol. to £	4.86 $\frac{3}{4}$	4.20 $\frac{1}{2}$	17/3 $\frac{1}{2}$
New York ..	Dol. to £	4.86 $\frac{3}{4}$	3.79 $\frac{1}{2}$	15/7 $\frac{1}{2}$
Oslo ..	Kr. to £	18.159	17 $\frac{1}{2}$	19/8
Paris ..	Fr. to £	124.21	96 $\frac{1}{2}$	15/6 $\frac{1}{2}$
Prague ..	Kr. to £	164.25	127—129	15/11 $\frac{1}{2}$
Stockholm ..	Kr. to £	18.159	17 $\frac{1}{2}$	19/7 $\frac{1}{2}$
Vienna ..	Sch. to £	34.58 $\frac{1}{2}$	a29	16/8 $\frac{1}{2}$
Warsaw ..	Zloty to £	43.38	32—36	15/8 $\frac{1}{2}$
Zurich ..	Fr. to £	25.2215	19 $\frac{7}{8}$	15/5

Bank rate 6 per cent. a—Nominal

## Pharmaceutical Chemicals, etc.

RATHER uninteresting markets are reported this week. Business has continued on a very moderate domestic scale. In the main, prices are holding up on account of the weakness in sterling. Mercurials show a big cut in prices. Lactic acid, B.P., has been in good demand and is rather firmer with the re-imposition of Key Industries Duty on January 1.

ACETANILID continues in but small demand, with values holding steady: B.P. crystals and powder, 1s. 6d. to 1s. 7 $\frac{1}{2}$ d. per lb. as to quantity.

AMIDOL has been very quiet, with dealers' prices unchanged: one cwt., 7s.; 56 lb., 7s. 3d.; 23 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7-lb. tins.

AMIDOPYRIN.—The market is still on the quiet side; dealers' prices steady: crystals, five cwt., 14s. 3d.; two cwt., 14s. 7d.; less than two cwt., 14s. 9d. per lb., with powder 1 $\frac{1}{2}$ d. per lb. extra.

ASPIRIN.—This market continues fairly active and quoted prices are well maintained. Home trade: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8 $\frac{1}{2}$ d.; 23 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 1 lb., 3s. 4d. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8 $\frac{1}{2}$ d. per lb. f.o.b.; less than one cwt., 2s. 9d. per lb. ex works.

BARBITONE has met with occasional business on a steady market: spot, one cwt. 9s. 3 $\frac{1}{2}$ d.; smaller parcels, up to 9s. 6d. per lb.

BENZOIC ACID (B.P.) is a bright market at full rates: quantities, from 1s. 10 $\frac{1}{2}$ d. up to 2s. per lb. for small parcels.

BROMIDES.—Makers notify an advance of one penny per lb. for the three salts, as follows: Potassium, B.P., five cwt., 1s. 4d.; one cwt., 1s. 5d.; smaller quantities, 1s. 8d. per lb. Sodium, B.P., five cwt., 1s. 6d.; one cwt., 1s. 7d.; smaller quantities, 1s. 10d. per lb. Ammonium, B.P., five cwt., 1s. 7d.; one cwt., 1s. 8d.; smaller quantities, 1s. 11d. per lb., without engagement, in one-cwt. cases. Special prices for larger quantities. Dealers are quoting at about the same prices.

CALCIUM LACTATE meets with a moderate demand and the market is about steady: spot, 1s. 2d. to 1s. 3 $\frac{1}{2}$ d. per lb. as to quantity.

CHLORAL HYDRATE, as quoted by home makers, is steady; business quiet: duty-paid crystals, 2s. 11 $\frac{1}{2}$ d. to 3s. 1 $\frac{1}{2}$ d. per lb. as to quantity and packing.

CITRIC ACID (B.P. CRYSTALS).—This market has been quiet throughout: foreign material is quoted close to 1s. 0 $\frac{1}{2}$ d. per lb., less 5 per cent., carriage paid. British makers quote 1s. 0 $\frac{1}{2}$ d. per lb., less 5 per cent., discount, without engagement.

CREAM OF TARTAR.—A limited business only has been done. Foreign material on spot is not in any great supply and the price is steady at about 85s. 6d. to 87s. 6d. per cwt., less 2 $\frac{1}{2}$  per cent., carriage paid. British makers quote 99 to 100 per cent. at 89s. per cwt., less 2 $\frac{1}{2}$  per cent., carriage paid.

CREOSOTE (B.P.) remains slack: dealers quote spot at about 1s. 10d. per lb.

GUAIACOL CARBONATE remains dull, with dealers quoting spot at about 6s. 6d. to 6s. 9d. per lb. as to quantity.

HEXAMINE continues to find a fair volume of business and prices are fully maintained: free-running crystals, spot, from 2s. 2d. to 2s. 6d. per lb.

LACTIC ACID (B.P.).—Some fair-sized business has been done, with home makers quoting about 1s. 4 $\frac{1}{2}$ d. to 1s. 6d. per lb. Some imported material on spot may be available. To come forward, foreign is quoted cheaper, as follows: five tons, 1s. 3d.; one ton, 1s. 3 $\frac{1}{2}$ d.; 10 cwt., 1s. 4d.; small lots, 1s. 5d. per lb., carriage paid.

MERCURIALS.—Makers' prices were reduced on November 10 to the following prices:—

	Under 112 lb.	Not less than 112 lb.
	Per lb.	Per lb.
Ammoniated lump, B.P. (white precip.)	s. d.	s. d.
.. powder ..	6 10	6 9
Bichloride lump, B.P. (corros. sub.) ..	7 0	6 11
.. powder, B.P. ..	6 3	6 2
Chloride, B.P. (calome) ..	6 9	6 8
Red oxide cryst., B.P. (red precip.) ..	7 1	7 0
.. leviz., B.P. ..	8 6	8 5
Yellow oxide, B.P. ..	8 0	7 11
Persulphate white, B.P.C. ..	7 9	7 8
Sulphide black (hyd. sulph. cum sulph. 50 per cent.) ..	6 9	6 8
	6 4	6 3

Without engagement. Special prices for larger quantities. Previous notification of price alteration was on September 30.



**METHYL SALICYLATE (B.P.)** meets with a steady business on limited lines and prices are well maintained: one ton and over, 1s. 4½d.; five cwt., 1s. 4¾d.; one cwt., 1s. 5d.; less than one cwt., 1s. 6d.; and small lots, in bottles, up to 2s. per lb.

**METHYL SULPHONAL** is a quiet market, but dealers' prices are steady: two cwt., 15s. 1d.; one cwt., 15s. 7d.; 56 lb., 16s. 1d.; small parcels, 16s. 7d. per lb.

**MILK SUGAR** has been in better demand and the market is steady: Continental is quoted from 51s. to 52s. 6d. per cwt., in two-cwt. cases, as to quantity.

**PARALDEHYDE** is a keen market, with business rather limited: quoted from 10½d. to 1s. per lb. as to quantity and packing.

**PHENACETIN** is meeting with an average demand, and dealers' prices are steady: crystals, five cwt., 4s. 6d.; two cwt., 4s. 6½d.; and less, 4s. 8d. per lb., with powder 1½d. per lb. extra.

**PHENAZONE** has been rather quiet of late, but quoted prices are steadily maintained: crystals, ten cwt., 7s. 7d.; five cwt., 7s. 9d.; two cwt., 7s. 10½d.; and less, 8s. per lb., with powder 1½d. per lb. extra.

**PHENOLPHTHALEIN**.—There is competition for a limited business, with home makers leading the market: quoted from about 4s. 8d. to 5s. per lb. as to quantity.

**POTASSIUM PERMANGANATE (B.P.)**.—The usual demand for druggists' parcels is being received, with prices about 7d. per lb.; quantities, in drums, 6¾d. per lb.

**POTASSIUM SULPHOGUAIACOLATE** is a slack market, dealers quoting spot from 3s. 11d. to 4s. per lb. as to quantity.

**PYROGALLIC ACID**.—Makers continue to quote unchanged; market dull: one cwt., 6s. 9d.; 56 lb., 7s.; 28 lb., 7s. 3d.; 14 lb., 7s. 9d.; 7 lb., 8s. 6d. per lb., in 7-lb. tins.

**QUININE SULPHATE**.—The price for this market remains at 2s. 2d. per oz., and no change is contemplated unless there is considerable fluctuation in sterling.

**RESORCIN** meets with some little business and the market is about steady: quoted from 3s. 6d. to 3s. 8d. per lb. as to quantity.

**SACCHARIN**.—The fixed price is unchanged: 550, 1 lb., 43s. 6d. per lb., duty paid, with rebates for quantities.

**SALICYLIC ACID (B.P.)**.—The market is very steady as quoted by home makers: one ton, 1s. 5d.; ten cwt., 1s. 5½d.; five cwt., 1s. 6d.; one cwt., 1s. 6½d.; small parcels, up to 2s. per lb.

**SALOL** does not attract much business at the moment; quotations are about unchanged: crystals, one cwt., 4s. 6½d.; 56 lb., 4s. 7d.; smaller parcels, 4s. 9d. per lb.; powder, 1½d. per lb. extra.

**SANTONIN**.—This market is undisturbed and business appears to have been unimportant: five kilos, £48 15s.; one kilo, £49 10s. per kilo.

**SODIUM BENZOATE (B.P.)** continues to find a good volume of inquiry and prices are firm, with supplies available on spot limited: one ton, 1s. 8d., up to 1s. 10d. per lb. for small parcels.

**SODIUM DIETHYLBARBITURATE** is slack; dealers quote: spot, 10s. 6d. to 11s. per lb. as to quantity.

**SODIUM SALICYLATE (B.P.)**.—Home makers are keeping their prices down to former rates, and some foreign material is about competitive. Home trade: powder, two tons, 1s. 10d.; one ton, 1s. 10½d.; ten cwt., 1s. 11d.; five cwt., 1s. 11½d.; one cwt., 2s.; 28 lb., 2s. 1d.; 14 lb., 2s. 3d.; 7 lb., 2s. 4d.; 1 lb., 2s. 5d. per lb., with crystals 1d. per lb. extra.

**SULPHONAL** is not showing much life, but the spot market is fairly steady: crystals, one cwt., 12s. 7d.; 56 lb., 12s. 10d.; small parcels, up to 13s. 5d.; with powder 1½d. per lb. extra.

**TARTARIC ACID (B.P.) CRYSTALS**.—The market has shown little activity this week. Foreign material is possibly a point easier at from 1½d. to 1s. per lb., less 5 per cent., ex wharf, for good quantities. British makers quote 1s. 0½d. per lb., less 5 per cent., without engagement.

**THYMOL** is still in poor demand and the market is easy as quoted: synthetic, fine white, one cwt., 5s. 9d.; 56 lb., 5s. 10½d.; 28 lb., 6s.; 14 lb., 6s. 3d. per lb.

**VANILLIN**.—All cheap parcels appear to have been cleared from the market and holders are now looking for full controlled rates: ex guaiacol, one ton, 14s. 3d.; ten cwt., 14s. 6d.; five cwt., 14s. 9d.; three cwt., 15s.; one cwt., 15s. 3d.; 56 lb., 15s. 6d.; 28 lb., 15s. 9d.; 14 lb., 16s.; less, 16s. 3d. per lb.; ex clove oil, 16s. to 19s. per lb. as to quantity, from one ton to less than 14 lb.

## Crude Drugs, etc.

Most of the items in this section keep quite steady and a moderate business continues to be done.

**ACONITE ROOT**.—Napellus, new crop, to arrive, is being offered at 65s. per cwt.

**AGAR-AGAR** is steady on a slow market: spot, Kobe No. 1, 4s. 6d.; No. 2, 4s. 3d.; Yokohama, 4s. 3d.; shipment, Kobe No. 1, 4s.; No. 2, 3s. 9d.; Yokohama, 3s. 8d. per lb. c.i.f.

**ANTIMONY**.—The market shows a sharp advance on quotation: Chinese crude, spot, £22; shipment, £18 10s. c.i.f.; Chinese oxide, spot, £32; shipment, £30 c.i.f.

**BELLADONNA ROOT** testing 0.5 per cent. is quoted from 60s. spot.

**CAMPHOR**.—A rather quiet market is reported for Japanese, but the tone is fairly steady: Japanese, on spot, slabs, nothing available: tablets are scarce at 3s. 3d.; shipment, slabs, 2s. 4¾d.; tablets, 3s. 0¾d. per lb. c.i.f. English, natural refined B.P. flowers: one cwt., 3s. 2d.; 28 lb., 3s. 3d.; and less, 3s. 4d. per lb. English synthetic flowers, 2s. to 2s. 3d. per lb.

**CARDAMOMS**.—Market is quiet and unchanged: bold Ceylon-Mysore, 5s. to 5s. 6d.; mediums, 3s. 6d. to 4s.; small mediums, 2s. 6d. to 3s.; smalls, 2s. to 2s. 3d.; Alleppy greens, 2s. spot, and shipment 2s. 3d. c.i.f. quoted. Bombay seeds offering at 3s. per lb. spot.

**CHAMOMILES**.—Good white flowers are steady at 140s.

**CLOVES**.—After a firmer tone early in the week the market closes about level, and business is again quiet: Zanzibar, spot, 8½d.; shipment, November-January, 7½d. e.i.f.; Madagascar, spot, 8½d. sellers.

The landings of Zanzibar in London during the week ended November 7 were 345 and the deliveries 221, leaving a stock of 979, against 275 in 1930. From January 1 to date, landings of Zanzibar have been 3,341, against 6,260 in 1930, and the deliveries 3,381, against 5,992 in 1930. Landings of Madagascar for the week ended November 7 were nil and the deliveries 30, leaving a stock of 732, against 613 in 1930. Landings of Madagascar this year to date have been 2,320, against 5,370 in 1930, and the deliveries 2,494, against 4,770 in 1930.

**COCOA BUTTER**.—The market is steady and business has been fair: English, 10½d. to 11d.; Van Houten's A, 11½d. per lb., in minimum one-ton lots.

**COCONUT (DESICCATED)**.—The market shows a sharp advance and closes firm, with business good: spot, fine, 25s. 6d.; medium, 23s.; shipment, halves, November and December, 24s. 6d. buyers, c.i.f.

**COD-LIVER OIL**.—Exports of Lofoten medicinal oil now total 76,000 barrels; the production amounted to only 55,000 barrels. Business continues very fair and the market steady. Finest Lofoten steam-refined non-freezing medicinal oil, 122s. 6d. per barrel c.i.f. Spot, in minimum five-barrel lots, 130s. Some brands may be slightly cheaper.

**DAMIANA LEAVES** are offering on spot in the region of 10d. per lb.

**DIGITALIS LEAVES**.—The market quotation is about steady at 47s. 6d.

**ERGOT**.—Russian is very scarce; if available, fully 1s. 8d.; Spanish, 2s. 1d. per lb.

**GELATIN** has met with some demand and the market is steady: gold leaf, 2s. 3d.; silver leaf, 1s. 11d.; bronze leaf, 1s. 6½d.; thin leaf, 1s. 4½d. per lb., in one-cwt. cases.

**GENTIAN**.—The spot quotation is steady at about 35s. per cwt.

**GINGER** is quoted dearer on a brighter market at from 29s. 6d. to 30s. per cwt. for West African.

**GUM AOCIA**.—The market is steady and there is fair inquiry for new crop, December-January shipment. Gathering of crop has been delayed by rains, and shippers are not anxious to quote. Kordofan cleaned sorts, 44s.; natural, 42s.; bleached, 95s. to 102s. 6d. spot. Shipment, November-December, Kordofan cleaned sorts, 38s.; natural, 36s. 6d. c.i.f.

**HENNA LEAVES**.—Bronze leaves are quoted on spot from 27s. 6d.

**HONEY**.—The market is steady, although business is limited. Supplies are short in most grades: Jamaica, good pale, from 40s. per cwt.; good medium, 36s., and dark amber, 23s. per cwt. Palest set is not available. Californian white clover, from 49s. per cwt.

**HYDRASTIS**.—The market is steady but quiet: spot, about 5s. 9d. per lb.

**LIQUORICE ROOT**.—Single-peeled Russian root is offering at 35s. c.i.f.

**LYCOPODIUM**.—The price on spot for treble-sifted is about 3s. 9d. per kilo.

MANNA.—Good bold flake, new crop, is quoted at about 3s. 6d. per lb., to arrive.

MENTHOL.—The market is quoted unchanged, and has been generally quiet: K/S brands, spot, 16s., with supplies short; shipment, November-December and January-March, 12s. 7½d. per lb. c.i.f.

MEROUY.—The shipment quotation for Spanish-Italian remains at 80 dollars f.o.b., and is more or less nominal, as spot material is quoted and selling at £18 per bottle, for good quantities.

PEPPER.—At about level rates on the week the market closes quite steady; business has been limited: Lampong, spot, 6½d.; shipment, October-December, 6½d.; January-March, 6½d. sellers, c.i.f.; Tellicherry, January-March, 6s. c.i.f.; Alleppy, January-March, 6s. c.i.f.; Muntok, spot, 8½d.; October-December, sold 7½d.; January-March, sold 8½d. c.i.f.

PIMENTO is quiet and slightly easier for shipment: spot, 3d.; shipment, 2s. 9d. c.i.f.

PSYLLIUM SEED.—The dark variety is quoted at about 1s. 6d. per lb.

RUBBER.—Prices show a slight appreciation on the week and business has been fair. Total U.K. stocks, 132,607 tons, against 114,495 tons a year ago. Standard ribbed smoked sheet, spot, sellers, 3d.; November 2½d.; December, 3d.; January-March, 3½d.; April-June, 3½d.

SAFFRON.—The market is again a shade dearer and firm: prime B.P., 57s. 6d.; extra B.P., 50s.; super B.P., 49s. per lb., and less for quantities.

SARSAPARILLA.—A little business in native has been done; market steady: genuine grey Jamaica, 1s. 6d. spot; native Jamaica, 1s. to 1s. 1d. per lb.

SEEDS.—ANISE.—Spanish, 52s. 6d.; Bulgarian, 36s.; Russian, 35s. per cwt. on spot. CANARY.—Market rising: Mazagan, now 15s. 6d. spot and 14s. c.i.f.; Tangier, 14s. 6d. spot and 13s. 6d. c.i.f.; Kenitra, 13s. spot and 11s. 6d. c.i.f. CORIANDER.—Morocco, 1929 crop, now selling at 12s. 6d. spot; new crop now quoted at 16s. spot. CUMIN.—Malta, spot, 40s.; Morocco, 30s.; shipment, 27s. 6d. c.i.f. FENUGREEK.—Market firm and prices higher: Morocco, 15s. spot; Tunisian, 17s. spot. MUSTARD.—English, 22s. to 32s. 6d. according to quality. LINSEED is dearer: Mazagan sold at 15s., and Morocco at 14s. spot.

SENEGA.—Spot prices have improved, with the quotation now at 1s. 9d. and upwards; shipment, 36 cents c.i.f.

SENNA.—This market is generally steady and some limited business is being done: Alexandrian, finest selected hand-picked pods, 5s. 6d. to 6s.; seconds, 3s. 6d. to 4s.; mediums, 2s. to 2s. 6d.; ordinary manufacturing, 5½d. to 6d. per lb.; Tinnevely, ordinary f.a.q. pods, 5½d. to 5¾d. per lb.; Tinnevely leaves: no supplies of manufacturing quality available, the cheapest being from 4d. per lb.

SQUILL.—Fair white is offering at about 20s. spot.

TRAGACANTH.—The market has shown more life, with medium and fine grades of interest; selection is limited. Steady inquiry from the North for the lower industrial qualities, and holders are not now willing to sacrifice to force sales.

VALERIAN ROOT.—Washed Belgian is offering at about 37s. 6d. per cwt.

### Essential Oils

A MODERATE volume of business has been done this week. With sterling rather weak prices are being steadily maintained. Anise is dearer. Japanese dementholised peppermint is steady but quiet. Sicilian oils are about unchanged and rather slow.

ALMOND has been quiet; market steady: genuine s.a.p., 7s. 2d. to 7s. 4d. per lb.; sweet almond oil, 2s. 1d. per lb.

ANISE (STAR).—The market is dearer, due principally to fluctuations in silver and sterling values; market is steady but quiet: "Red Ship," spot, in leads, 2s. 4½d.; in tins, 2s. 3d.; in drums, nominal; shipment, in leads, 2s. 3d.; in tins, 2s. 1d.; in drums, 1s. 11d. per lb., c.i.f.

BERGAMOT.—There seems to have been rather more inquiry on spot this week; values are still irregular with 8s. 9d. to 9s. 6d. per lb., as to seller. The shipment position remains indefinite with no further news on the question of control.

BOIS DE ROSE.—Cayenne is offering on spot at about 6s. 3d. per lb.; Brazilian, for shipment, has been mentioned at 2s. 8d. c.i.f., with spot offers about 2s. 9d. to 2s. 10d. per lb.

CARAWAY is unchanged on a quiet market: double-distilled, 7s. 6d.; and crude, 7s. 1d. per lb.

CASSIA is very steady but rather quieter, with spot at fully 3s. 4½d. per lb.

CEDARWOOD is quoted on spot from 1s. 8½d. to 1s. 9d. per lb., as to quantity: market is dull.

CINNAMON LEAF is steady and occasional business is being done: spot, 1s. 8½d. to 1s. 9d. per lb., as to quantity.

CITRONELLA.—The latest shipment figures make the market a trifle firmer with 1s. 8d. to 1s. 8½d. per lb. c.i.f. quoted. Spot is about 1s. 9d.; Java is steady with prices from 2s. 8d. to 2s. 9d. per lb.

CLOVE is maintained at last week's advance of 5s. 3d. per lb. for 90 to 92 per cent.: Madagascar, spot, 4s. 6d. per lb.

EUCALYPTUS.—The price for Australian tends to harden and a considerable advance would not be unexpected. Spot, Australian, 70 to 75 per cent., 1s. 1d.; 80 to 85 per cent., 1s. 3½d. per lb.; Spanish, 70 to 75 per cent., 1s. 3d. per lb.; shipment, 1s. 1d. c.i.f.

GERANIUM.—The spot market for Bourbon is dull with sellers at from 18s. per lb.; shipment is irregular. Algerian is quoted at 20s. spot.

JUNIPER BERRY (B.P.).—Some Continental material is said to be offering at comparatively cheap prices. Spot holders of first quality are still asking about 5s. per lb.

LAVENDER.—The market has been quiet: French, 38 to 40 per cent., 9s. 9d. to 10s.; 36 to 38 per cent., 9s. 3d. to 9s. 6d. per lb.

LEMON.—Business is still subdued with the market fairly steady. Sicilian hand-pressed, spot, 3s. 10½d. to 4s. per lb., as to brand, with shipment 3s. 8½d. to 3s. 10½d. c.i.f.; Californian lemon oil, 2s. 6d. per lb., in drums.

LEMONGRASS.—This market is very steady and spot stocks are limited: the shipment figure is now up to about 2s. 3d. c.i.f., and spot, 2s. 3d. to 2s. 4d. per lb., for good quantities.

LIME is slack: genuine distilled, 40s. to 41s. per lb., as to quantity.

MANDARIN is steady but business is quiet: spot, 16s. 6d., with shipment about 16s. c.i.f.

ORANGE.—There is no great amount of business moving, but the market is keeping fairly steady. Sicilian, sweet, on spot, from 7s. 6d. per lb.: shipment is about 7s. 2d. c.i.f.; bitter orange, spot, 6s. 6d. to 6s. 8d. per lb.; Californian orange oil, spot, 4s. 3d. to 4s. 3d. per lb., as to quantity.

PALMAROSA.—Offers from the Continent are being made at not much over 8s. per lb.: spot is dull and quoted from about 8s. 6d. per lb.

PEPPERMINT.—The market for Japanese dementholised is fairly steady, but business is quiet: spot, 4s. 4½d. per lb.; shipment, November-December and January-March, 3s. 6d. per lb., c.i.f. American oil, spot, 8s. per lb.; shipment, about 7s. 4d. to 7s. 6d. per lb., c.i.f.

PETITGRAIN does not meet with much demand, but is very steady as quoted from 4s. 2d. per lb.

ROSEMARY continues rather quiet: Spanish, about 2s. per lb., and French offered at 3s. 10d. per lb., spot.

SANDALWOOD.—Genuine East Indian distilled, in 75-lb. cases, is quoted as follows: one case, 27s. per lb.; two to four cases, 25s. 6d.; five to nine cases, 26s. 3d.; ten cases and over, 26s. per lb.

SASSAFRAS has been quiet with spot offers remaining at about 5s. per lb.

SPEARMINT is rather dearer with spot at about 8s. 9d. to 9s. per lb.

SPIKE is very steady at former rates, and business is moving: Spanish shipment, 3s. 9d., with some spot sellers at a little less.

WINTERGREEN remains dull with spot offers at about 7s. 6d. per lb.

WORMSEED is slack: spot is quoted at about 13s. 9d. to 14s. per lb.

The following arrivals have taken place from the countries indicated during the period November 5 to 11 inclusive: Almond, sweet (Fr.) 20 cs.; anise (Star) (Gy.) 5 pkgs.; bergamot (It.) 8 cs.; camphor (U.S.) 1 dm.; cananga (Fr.) 1 cs.; citronella (Java) 4 dms.; eucalyptus (Austl.) 40 cs. 8 dms.; guaiacwood (Gy.) 1 cs.; lavender (Fr.) 1 cs.; lemon (Gy.) 15 dms., (It.) 91 cs.; lemongrass (Ind.) 6 dms.; orange (Fr.) 5 dms.; peppermint (U.S.) 5 dms.; sandalwood (Gy.) 1 cs.; spike (Switz.) 1 dm.; thyme (Spn.) 12 cs.; various (Jam.) 5 cs.; (Fr.) 11 cs. 5 dms.; (U.S.) 3 dms. 6 cs.; (Gy.) 2 cs.; (China) 10 cs.; (Austl.) 60 cs.; (Ceylon) 19 cs.; (Switz.) 2 cs.; (Algeria) 2 dms.; (Ind.) 5 dms.; wormseed (Fr.) 5 cs.



## Fixed Oils, etc.

In some products, such as palm oils, business has been much better, while in other directions the recent dull tone has persisted, and in these cases prices are unchanged. ACID OILS are steady, with some business passing: coconut 4nd/or palm kernel, 20s.; groundnut, 19s.; soya, 17s. spot. CASTOR shows no change; market has been quieter: pharmaceutical, 48s. 6d.; first pressings, 43s. 6d.; second pressings, 41s. 6d. (barrels); cases, £4 per ton extra, ex mills, Hull, in not less than one-ton lots; Bombay, 32s. (drums) c.i.f. COCONUT.—Business has been moderate: deodorised, 32s. 6d. (barrels) spot; Ceylon, 25s. 6d. (drums) c.i.f. COTTON has slackened off a little and prices are not so steady: deodorised, 30s. 6d.; common edible, 29s.; soapmaking, 27s.; crude, 25s. (barrels) spot. GROUNDNUT continues to be quoted at very high rates: deodorised, 39s. (barrels) spot; crude Oriental, 27s. 6d. (drums) c.i.f. LINSEED (RAW, NAKED).—Although rather quiet, prices are about maintained on a steady market: on spot, 17s. 3d.; November, 16s. 3d.; December, 16s. 4½d.; January-April, 17s. 4½d.; May-August, 18s. 4½d. Boiled oil, on spot, 20s. OLIVE is steady and occasional business is being done: edible, 6s. 3d., in drums, 6s. 9d. in tins in cases; B.P., 4s. 11d. per gallon, in 40-gallon barrels. PALM.—The spot market is practically bare of supplies after a period of activity; prices quoted are mostly nominal owing to lack of supplies: Lagos, 21s.; softs, 20s. 3d.; mediums, 19s. 9d.; hards, 20s.; bleached, 24s. spot. PALM KERNEL is dearer and the market more active: deodorised, 33s. 6d.; crude, 26s. spot. RAPE is unchanged on a quiet market: refined, 35s.; crude, 33s. spot. RESIN shows a slight recovery this week and business has been a little better: B, 11s. 9d.; D, 11s. 9d.; F/G, 12s. 6d.; N, 16s. 9d.; W/G, 21s.; W/W, 25s. ex wharf. SOYA.—Business has been limited: deodorised, 23s. 6d. spot; crude, 24s. 6d. c.i.f. TURPENTINE, after early weakness, shows a good recovery, closing very steady. Total London stocks, 31,922 barrels. On spot, 48s. 3d.; November-December, nominal. WOOD.—Hankow in barrels is much dearer, being quoted at 49s. spot.

## Coal Tar Products, etc.

It seems fairly certain that next year's prices for carbolic acid crystals will show an advance. Makers are now practically sold out, and second-hand parcels are selling at a premium. Pitch is active and dearer. Toluol and xylol are firmer. Generally, the market is steady and business fairly good. BENZOL.—This market has a firm undertone; business satisfactory: standard motor 90's, 1s. 3d. to 1s. 4d. per gallon, in tank wagons, ex works; pure, 1s. 6d. to 1s. 7d. per gallon, in bulk quantities. CARBOLIC ACID CRYSTALS (39° to 40° C.).—Makers' prices are nominal, with practically nothing available. Prices are likely to advance for the new year; second-hand parcels are selling at a premium: 100 tons, 5d.; 50 tons, 5½d.; 20-25 tons, 5½d.; 10 tons, 5½d.; five tons, 5½d.; two tons, 5½d.; one ton, 5½d.; ten cwt., 6d.; smaller lots, 6½d. to 6½d. per lb., in drums with over-casks, carriage paid or f.o.b.; crude 60's, 1s. 7d. to 1s. 8d. per gallon naked at works. CRESYLIC ACID.—Rather more inquiry is being received and the market is generally steady: pale 98 to 100 per cent., 1s. 7d. to 1s. 8d.; dark 95 per cent., 1s. 4d.; special qualities, 3s. 3d. to 3s. 6d. per gallon ex works; American duty-free acid, 1s. 7½d. to 1s. 9d. per gallon f.o.b. CREOSOTE OIL has been in much better inquiry and the market is steady at about 4½d. to 5d. per gallon, f.o.b. works, South England, in bulk quantities. KEROSENE continues steady, with a little more business moving: water-white, 11½d.; standard white, 10½d. per gallon, in barrels, ex wharf, London; in bulk, 3d. per gallon less. MOTOR SPIRIT.—Prices for the various areas are unchanged: No. 1, 1s. 3½d. per gallon, delivered in bulk for England, Wales and South Scotland; 1s. 4d. for Belfast, and 1s. 4½d. for remainder of Northern Ireland and North Scotland; 1s. 0½d. for Irish Free State, with Dublin 11½d. per gallon; No. 3 spirit, 2d. per gallon less, and aviation spirit 4d. per gallon more in all cases; 1d. to 2d. per gallon more in two-gallon tins, as to district. NAPHTHALENE is fairly steady; market quiet: flakes, £11; balls, £11 per ton, in cases, ex wharf. PITCH is dearer on a firm and active market: 62s. 6d. to 65s. per ton, f.o.b. East Coast. PYRIDENE is steadier but not in much demand: 90 to 160, 3s. 6d. to 3s. 9d. per gallon. SOLVENT NAPHTHAS.—Prices for 90 to 160 are firm, while the heavy material is unsteady: 90 to 160, 1s. 2½d. to 1s. 3d.; heavy 90 to 190, 1s. 0½d. per gallon, naked at works. TOLUOL is dearer, with more life in the market: commercial 90's, 2s.; pure, 2s. 3d. per gallon, ex works. XYLOL is dearer and the market is steadier: commercial, 1s. 11d.; pure, 2s. 1d. per gallon, ex works.

## Industrial Chemicals, etc.

BUSINESS is being affected by exchange movements. Prices are steadily maintained, especially in the cases of imported materials, which tend to become dearer with the decline in sterling. Red and white leads are dearer, and sal ammoniac has advanced. Carbonate of potash is firmer. ACETIC ACID.—The market is steady and a fair volume of business is being done: 80 per cent., technical, £36 5s.; 80 per cent. pure, £37 5s. per ton, in barrels; glacial, pharmaceutical, 99 to 100 per cent., £58, in glass demijohns; glacial, in barrels, £47 per ton, carriage paid in U.K. ACETONE, B.G.S., is a bright market with sales at full quoted rates: £60 to £63 per ton, in drums, carriage paid in U.K., less for large quantities. FORMALDEHYDE is a bright market, and prices are holding quite steady: 40 per cent., by volume, £27 to £27 12s. 6d. per ton, in casks, ex store; slightly lower prices for big quantities. ISOPROPYL ALCOHOL has been rather quiet, but prices are steadily maintained: first quality, ex acetone, 11s. to 11s. 6d. per gallon, in drums, carriage paid; ex "cracked petroleum" qualities, 9s. to 9s. 6d. per gallon. OXALIC ACID is a firm market as quoted by dealers; ton lots, £42; small parcels, 44s. per cwt., ex store. POTASSIUM CARBONATE is firm as quoted; business is rather quiet: 90 to 92 per cent., £25 10s. per ton; 96 to 98 per cent., £27 10s. per ton, in casks, ex store; slightly lower prices for contracts. RED LEAD.—Convention prices for English have been fixed at the following rates, and they are subject to withdrawal without notice: five to ten cwt., £31; ten cwt. to one ton, £30 15s.; one to two tons, £30 10s.; two to five tons, £30; five to 20 tons, £29 10s.; 20 to 100 tons, £29; 100 tons and over, £23 10s. per ton, less 2½ per cent., carriage paid; non-setting red lead, 10s. dearer; Continental red lead, £1 per ton cheaper. SAL AMMONIAC continues in fair demand and dealers' prices are dearer: dog-tooth crystals, £34; medium, £29; fine white crystals, £17 17s. 6d. per ton, in casks, ex store; slightly less for contracts. WHITE LEAD.—Convention prices for English are as follows, and are subject to revision without notice: dry, five to ten tons, £40; 10 to 25 tons, £39 10s.; 25 to 50 tons, £39; 50 to 200 tons, £38 10s. per ton, less 5 per cent., carriage paid; Continental, £1 per ton cheaper. Ground in oil, English, two to five tons, £47 10s.; five to 15 tons, £44 10s.; 15 to 25 tons, £43; 25 to 50 tons, £42 10s.; 50 to 100 tons, £42 per ton, less 5 per cent., carriage paid; Continental material, £3 per ton cheaper.

## Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1931, p. 345.

(From "The Trade Marks Journal," October 23, 1931.)

- "RHYTHMOVASIN"; for pharmaceutical preparations (3). By Dr. A. Harowitz, 43 Avenue de Béthusy, Lausanne, Switzerland. 524,911.
- "ANTICOMAN"; for medicinal chemicals (3). By Anticomman G.m.b.H., Kurfürstendamm 76, Berlin-Halensee, Germany. 525,741.
- "GALLEON"; for medicinal chemicals (3), and for perfumery, etc. (48). By William Hay, Ltd., 42 Walmsley Street, Hull. 525,202-203. (Associated.)
- "OLORONYL"; for medicinal chemicals (3). By F. J. M. Bengué, 24 Fitzroy Street, London, W.1. 525,370.
- "EULAXASE"; for medicinal chemicals (3). By Allen & Hanburys, Ltd., Plough Court, 37 Lombard Street, London, E.C.3. 525,993. (Associated.)
- "KEMPAC"; for medicinal chemicals (3). By Emma M. Coates, 13 Grange View, Chapelton Road, Leeds. 526,055.
- "NEW WHITE VEET" on label design; for depilatories (48). By Dae Health Laboratories, Ltd., Cunard Road, Chase Estate, London, N.W.10. 525,786. (Associated.)
- "MACLEANS"; for peroxide toothpaste, lanoline and dental plate cleaning preparations (48). By Macleans, Ltd. G.W. Trading Estate, Park Royal Road, London, N.W.10. 515,753.
- "SELOX"; for perfumed soap (48). By T. Hedley & Co., Ltd., Phoenix Buildings, Collingwood Street, Newcastle-on-Tyne. 523,334. (Associated.)



# Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor.

## Pharmacy and Poisons Bill

SIR,—There is one particularly misleading statement in the letter signed by Mr. Laws and Mr. McNeal in your issue of November 7, which must be corrected. They say:—

"About that time the chairman and secretary [of the British Pharmaceutical Association] were invited to give evidence before the Health Committee of the Conservative Party in the House, and as a result, a combined meeting of the M.P.s of the three parties in the House was held. What followed is now common knowledge."

The truth is that the meeting of the members of all parties was organised by the Pharmaceutical Society; the invitations were sent out from here on May 12, and the only pharmacists present at that meeting were Mr. Bennett, M.P., in the chair, Mr. Melhuish, Mr. Mallinson and myself. Both Mr. Laws and Mr. McNeal know that they had no part in the organisation of the meeting, and that they were not present at it. The statement in their letter is deliberately misleading, and they have no excuse for having made it.—Yours faithfully,

HUGH N. LINSTAD,

Secretary, Pharmaceutical Society of Great Britain.  
17, Bloomsbury Square, London, W.C.1.

SIR,—Mr. McNeal's letter contains such extraordinary misstatements of facts that in my opinion it is necessary to prevent the wrong impression which these may create in the minds of pharmacists. In the first instance the Pharmacy and Poisons Bill was not defeated as the result of the efforts of Mr. McNeal and his friends, because in fact the Bill was not defeated at all; it never came before the House of Commons, because the Government had been unable to secure agreement with the official body representing pharmacy, and there was no opportunity owing to pressure of business for the Government to force the Bill through the House of Commons, which they could have done as a Government measure. Mr. McNeal states that the Bill was withdrawn—this is another misstatement, as the foregoing will have shown, but it indicates Mr. McNeal's lack of knowledge of what has taken place and discounts his rather extravagant claims. A circular letter was issued by Mr. McNeal and his friends to the House of Commons; but the College of Pestology and sundry other bodies also issued circulars, and no doubt they are all making, to their respective members, similar claims regarding the effect of their circulars. It is certain that more than 100 members had pledged themselves to oppose the Bill, but I venture to submit this was not because of the opposition of Mr. McNeal and his friends, but because these members had been interviewed personally by the Society and the R.P.U. representatives. Regarding the interview with the Housing and Health Committee of the Conservative Party, the R.P.U. obtained an assurance from the Housing and Health Committee of the Conservative Party that they would receive representatives of pharmacy on the Pharmacy and Poisons Bill before the Bill was introduced into the House. This was done when the assistance of the Conservative Party was obtained in regard to Clause 4 (4) of the N.H.I. Regulations. The Pharmaceutical Society and the R.P.U. were aware that at the sitting of the Committee all parties would be heard, including the non-pharmaceutical people. Further, the combined meeting of members of the House was not a result of that meeting; it was separately arranged by the Pharmaceutical Society and was addressed only by speakers on behalf of the Society and the R.P.U. Regarding the countering of moves to prevent the Bill getting through, at no time during the existence of the last Parliament was agreement reached with the Government, and, therefore, nobody could have to "counter moves to get the Bill through by those acting on behalf of chemists." If Mr. McNeal and those associated with him are really concerned about the vital

interests of pharmacy, can they not realise that treating the Society as an alien body and dividing the ranks of pharmacy in face of the common enemy can only be disastrous?—Yours faithfully,

G. A. MALLINSON,

Secretary, Retail Pharmacists' Union.  
4 and 5 Queen Square, London, W.C.1.

## Cues from Customers

SIR,—One reads so many articles on salesmanship wherein one is recommended to adopt methods which, if pursued behind the counter, would drive customers away rather than promote sales, that the sensible advice given in "Sales Cues" (*C. & D.*, October 24, p. 511) is welcome. The chemist gets plenty of these cues from his customers if his attitude is only alert enough to perceive and pursue them; every time a customer asks him a question about some little ailment, or about the method of using some article, or taking some medicine, he has a cue which, if followed up tactfully, and not in a domineering pushful way, will lead to further sales, if not at the moment. As your contributor points out, to ask a negative question is to invite a negative answer, but I do not like the phrase "And the next article, please, madam?" This form, to my mind, savours of the drapery counter or the grocery store, and is not in keeping with the idea of a pharmacy, where the chemist is not only a salesman, but also to some extent a professional helper, who can approach his customers without appearing to take the attitude "It's your money we want." Naturally one has to sum up one's customers before developing any particular line of approach, and the chemist who is quickest at reading his public will achieve the best results.—Faithfully yours,

READEM (2/11).

## Wanted—A Policy

SIR,—Although the first leading article in your issue of November 7 is primarily of interest to the wholesaler, it affords implications which the retailer will do well not to ignore. It is generally assumed that import duties on pharmaceutical products will be instituted. Is the retailer well advised to follow the wholesaler, so that his warehouses, too, shall be "crammed ceiling-high" with goods that are likely to show a sharp rise in price? At first sight the answer seems plainly in the affirmative, but on reflection the retailer will probably conclude that he should do nothing of the sort; and, in any case, he should remind himself that any such move is purely speculative, and should therefore be adopted with caution, if at all. If the £ is stabilised above its present level (say, at 17s.) a loss may actually be made instead of the anticipated profit. Further, it may well be that the home manufacture of drugs behind a low tariff wall (and it is certain to be low at first) will reduce prices, at all events for a period. Thirdly, I should like to wager that if prices do rise to any notable extent, a moderate degree of inflation will be inevitable whether we like it or not. With more money in circulation we shall then automatically make more profits without having had to guess or speculate as to what goods may or may not rise in price, or as to whether a tariff will or will not be applied to this or that class of merchandise. Of course, inflation would assist in wiping out bank overdrafts and in paying our debtors—if it came about. On the whole, then, perhaps it is safer to walk warily, to be 'canny', and (although the phrase is objectionable) to "wait and see."

I am, etc.,

LUCE (9/11).

## Pushing British Goods

SIR,—Mr. Chambers, in his letter on "Pushing British Goods" (*C. & D.*, October 31, p. 551), draws attention to the way in which advantage has been taken



of our money troubles to advance the prices of imported goods, and has told us his method of dealing with it. I hope that he will be successful in creating sales for the home-manufactured equivalents. But beyond any particular instance there lies the larger question of the principles involved. It is obvious that when some things are advanced in price there must be stocks in hand; for example, we were advised of advances in the wholesale prices of certain drugs almost the day after it was decided that this country should go off the gold standard, and stocks could not have been exhausted or reimported at a higher price in that time. What is the correct procedure in such cases? We are told that it is necessary for the wholesaler to advance his prices in accordance with the replacement value, irrespective of stocks in hand or their original cost. But when we come to the retailer, apparently this argument does not hold good. He is expected to base his retail charges on the price he paid for the goods, and not to advance them until his stock has run out and he is obliged to reorder at the advanced rate; if he puts up the price of goods already in stock he is deemed a profiteer. In this case what is sauce for the goose is not sauce for the gander. But when prices go down we are expected to act in the opposite way, and the retail chemist has to lower his prices with the falling market irrespective of the amount or cost of his stock. It may be argued that the cycle of events in retail business is guided by competition. I am not sure that this holds good in the wholesale, because some drugs have ring prices, while proprietaries are controlled by their manufacturers, and in some measure are free from competition if sold through advertising.

Faithfully yours,

COST PRICE (9/11).

### Competition in Prices

SIR,—Those of us who are old enough to have been in business before the war, or (further back still) prior to the inauguration of the P.A.T.A. system of protected prices are realising that we are rapidly getting back to those bad old days, and that the few post-war years constituted the nearest approach to the millennium which we are likely to see in pharmacy in our lifetime. This is brought to our notice very appositely by the "Retrospect of Fifty Years Ago" (*C. & D.*, October 31, p. 552), where a part of a letter to the Editor of the *C. & D.* of that date is reprinted dealing with "Competition in Drugs and Proprietaries." To-day the sale of drugs has spread to many kinds of dealers, and especially to the bazaars, which did not exist fifty years ago. Another complaint of this writer was the cutting of the prices of patent medicines. It was this evil which led to the idea of fixed prices, and while to a certain extent this system has been valuable, in the last year or so the cutter has been resuscitated to an extent which renders the trouble nearly as bad as originally. And, in addition, we now have the offender inside our ranks, who fouls his own nest by cutting the prices of goods which are chemists' goods, and are not sold by other dealers. The mentality of such people is hard to understand, and their cutting is hard to compete with, because the lines selected are not on the P.A.T.A. list.—Yours truly,

YEARS AGO (10/11).

### Does Dispensing Pay?

SIR,—Your editorial article on page 567 of last week's issue opens up a knotty series of problems. Indeed, one may almost be tempted to ask, in this connection, "Does pharmacy pay?" Pharmacy as a calling is more or less akin to the light skilled crafts, where the remuneration is not comparable to that of the heavy skilled crafts. Dispensing involves years of experience, and the exercise of a large amount of manipulative skill, combined with the probable application of half a dozen sciences. There are a few skilled dispensers who can hope for a monetary reward approaching that of an unqualified traveller in the drug trade. Dispensing, in its commercial aspect, can only be considered as a part of the retail business of pharmacy; whether the dispensing department *per se* actually pays seems to me beyond the control of the pharmacist,

since it is beyond his power of entirely determining the conditions. Dispensing is not a matter of mass output. Pharmacy, as a calling, must be conducted as a whole calling, and followed in the sense of cultivating a business which shall be essentially pharmacy—with its dispensing. Where really high-grade work has to be done on every prescription presented the remuneration at present obtainable is by no means liberal; but where the pharmacist has to meet the mass competition of the chain stores, he must temper his charges to the winds which are against him. He cannot put his eggs into this one basket of dispensing and anticipate a living return.

Yours, etc.,

ANTIQUUS (10-11).

## Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics.

### Appreciation

I have always found sound business advice in the *C. & D.* during my forty years as a subscriber, and I am sure the *C. & D.* is a reliable help to the modern chemist, as it has been to me.—*W. G. B.* (12/10).

### Replies to Applicants

Mr. J. M. Knight (*C. & D.*, October 10, p. 467) must be either very hopeful about human nature or particular about courtesy if he expects to get a notice from every chemist who does not require his services. I should never expect to hear from any advertiser unless he had decided to interview or engage me. The thing for Mr. Knight to do is to write to as many advertisers as he chooses, and to see the first one who does answer, if any, and not to worry about the others. As far as enclosing stamps for reply is concerned, at one time I always did this, until I realised how handy they came in for writing to wholesalers.—*D. Stamped* (20/10).

### A Statistical Comparison

The Ministry of Health Report (*C. & D.*, September 19, p. 370) states that there was a decrease of over 6½ per cent. in the number of insurance prescriptions dispensed in 1930 compared with 1929. A more interesting comparison would be afforded by the figures showing the number of chemists' shops engaged in dispensing these scripts during the respective years. In suburban areas, at any rate, there have been many new branches and shops opened up in the last year or two, and it would seem that the average number of scripts per shop must have fallen considerably more than the percentage of the total drop, owing to the greater spread-over. Some time ago figures were given showing the average amount received for drugs and fees per shop; it would be interesting to know whether this average still holds good, or what the decrease is, not reckoning the economy cut.—*Contributor* (29/9).

### Panel Chemists and National Economy

The letters of Mr. Miller and Mr. McNeal (*C. & D.*, Oct. 31, p. 552) are endorsed by a large proportion of Scottish chemists. There seems no valid reason for inflicting a cut on one section of Government contractors only. In this connection there are other points due for consideration. Point No. 1 is: since we are Government contractors, why should the postage of N.H.I. prescriptions not be "franked"? Receipts for N.H.I. payments do not require a stamp. Point No. 2 is: certain Insurance Committees which allow proprietary brands of many drugs might, in the interests of economy, be asked to revert to B.P. or B.P.C. substitutes. The saving to the drug fund would be considerable. Point No. 3 is that in the new contracts a night fee should be allowed for all after-hours prescriptions. Point No. 4 is that since bottles are not paid for by Insurance Committees, the prices to be charged should be deleted from the tariff list. This would seem to be a matter for adjustment between the chemist and his customer.—*Fair Play* (3/11).

## Dispensing Notes and Difficulties

### An Unusual Ointment

SIR,—I will thank you for your views on the following prescription:—

(1) Acid. salicylic.	...	...	gr. xv.
(2) Calam. præp.	...	...	3iv.
(3) Zinc. oxid.	...	...	3vj.
(4) Glyc. ac. boricæ	...	ad	3ij.
Ft. ung.			

My attempt to make this was far from satisfactory. I found it difficult to convince the doctor that there was anything wrong with the prescription, hence my putting the matter to you. After being in the pot for a few hours the whole thing effervesced and came over the lid in a horrible mess, and a spongy mass then resulted.

Yours truly,

W. A. Q. (3/9).

[Salicylic acid is stated to unite with alkali hydroxides and with many metallic oxides to form salts, and to liberate carbon dioxide from carbonates. Calamine, as supplied commercially, is a mixture of zinc carbonate and zinc oxide in varying proportions, with a little ferric oxide to colour it. The amount of salicylic acid to react on ten drachms of zinc compounds would not produce much result. It would not react at all without water, so that the glycerin of boric acid had probably been exposed to the air too much. If it is not kept in a good stoppered bottle it absorbs sufficient water to render it quite thin. As a result of experiments the reaction mentioned by you did not occur. The mixture, carefully dispensed, had not changed in a week. 1 and 2 with pure glycerin, 1 and 3 with pure glycerin, 2, 3 and 4 mixed together, produced no noticeable effect. 1, 2, 3 and 4 were mixed together and heated on an electric hot plate until the temperature reached 140° C. for an hour. This made the mixture set when cold to a rather solid preparation; otherwise your difficulty is probably caused by the presence of water, which should not be in either of the drugs used. In such circumstances zinc borate was probably produced as well as a reaction with the salicylic acid.]

## Legal Queries

F. C. (7/11).—The inclusion of the words "cough" and "cold" render the article liable to medicine-stamp duty. Since ipecacuanha and emetic tartar are scheduled poisons, in order to comply with the Labelling of Poisons Order, the proportion or percentage of ipecacuanha and also of emetic tartar present in the preparation must be stated on the label, together with the word "Poison."

G. H. R. S. (19/10).—It is an offence to sell dutiable medicines from a motor car, van or other movable or non-rateable place of business. The licence to sell stamped medicines is granted solely in respect to a shop, house or place. "Known, admitted and approved" remedies may be sold unstamped only by exempted persons. If you do not enjoy the benefit of the exemption you are not entitled to sell such preparations unstamped.

Ephedra (1/11).—In cases where the rent is less than the net schedule A assessment, the tenant cannot deduct more tax from his next payment of rent than the tax on the rent. You are renting premises on a lease at £75 per annum, and the net schedule A assessment is £121 10s. You pay tax on January 1 next at 5s. in the pound, amounting to £30 7s. 6d. From your next payment of rent you may only deduct 5s. in the £ on £75=£18 15s. The difference of £11 12s. 6d. may be charged in the profit and loss account as a rent charge. You must bear in mind that you are in beneficial occupation of premises at apparently a low rent, and that the landlord is entitled to his rent, £75, less tax thereon.

## Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

S. M. A. (6/10).—VETERINARY SALVE.—This is a preparation used as an application in castrating lambs. Copper acetate in some form is the medicament, and the base appears to be resin ointment. Apparently the former is the normal acetate, one part, with the latter 8 parts.

H. S. (21/10).—DARK COLOUR OF BRANDY AND SODA.—Most colouring matters, whether natural or artificial, change colour with an alkali or an acid. New port wine, burgundy, and such highly coloured liquids readily react to these two agents. Brandy is a distilled spirit from wines and should not contain colouring matters other than from the storage casks. Sherry casks are more frequently used than any other. We suggest that your brandy is coloured slightly by some such natural source. If matured in an ordinary wine cask for some years, sufficient colouring matter could easily be present. We have failed, however, to obtain your result when using a brandy of a well-known make. If to two drachms of the dark coloured mixture of brandy and aerated water, as supplied to us, you add one drop of acid. hydrochloric. dil. B.P. it immediately changes back to the normal light colour that one expects.

G. M. H. (3/98).—POULTRY DISEASES.—The following are books on the subjects to which you refer:—Hooley's "Poultry-Craft" (Link House Publications, 15s.); Gray's "Poultry Diseases" (Bazaar, Exchange & Mart, 2s.).

J. W. D. (8/108).—GLYCERIN, HONEY AND LEMON LINCTUS.—A formula for glycerin, lemon and honey cough linctus is as follows:—

Syr. scillæ	...	...	...	3xx.
Syr. tolu	...	...	...	3v.
Vin. ipecac.	...	...	...	3viij.
Tr. senegæ	...	...	...	3iij.
Glycerini	...	...	...	3x.
Mellis	...	...	...	3x.
Syr. limonis	...	...	...	3xxx.
Aq. chlorof.	...	...	ad	3c.

G. J. C. (28/98).—RADIATOR ANTIFREEZE.—Glycerin antifreeze solutions are generally made about 20-25 per cent. by volume. The freezing point of a 20 per cent. solution is 23° F. and that of a 30 per cent. is 15° F. Other formulas are as follows:—Calcium chloride ( $\frac{1}{2}$  lb.) in water (1 gall.) will resist approximately 12° of frost. Potassium carbonate 75 parts, dissolved in 100 parts by weight of water mixed with 50 parts by weight of glycerin, is stated to remain liquid at 20° of frost.

## Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," November 15, 1881

### Control of Proprietary Medicines Suggested

... I would go in for legislation, and have ... a committee of, say, three persons, to be appointed by the Privy Council, and to consist of, say, a medical man, an analytical chemist, and a pharmacist, before whom all patent medicines would have to go before they could be sold. That is, supposing any person wished to start a patent medicine, he would first have to send to this commission his recipe (not for publication), a sample of the article, with labels and directions, also a list of the ailments, etc., for which he intended recommending it, and that until this commission should pass the article, i.e., declare that it was what it pretended to be, it would be illegal to advertise or sell it. [From a paper read before the Glasgow Chemists' and Druggists' Association by Mr. J. Walker.]





[Commenced C. & D., July 5, 1924]

**White Metal.**—There are many varieties of what is roughly classified as white metal in use to-day. These comprise alloys of nickel, copper, zinc, manganese and other metals, or aluminium, in its pure or allied form. It is one of the curious properties of nickel that when allied with coloured metals, such as copper or gold, it decolorises them. The addition of only 15 per cent. of nickel to copper will produce a relatively white metal, the whiteness and brilliancy of polish obtainable increasing with each addition of nickel. Aluminium can now be used effectively as a decorative material for exterior or interior use. For the former (shop-fronts, for example) it is advisable to protect it from weather and chemical impurities in the atmosphere by a coating of transparent cellulose lacquer. White metals are becoming more popular in chemists' shops to-day because of their lightness and non-corrodible qualities. They are used for a multiplicity of purposes ranging from shop-fronts to tanks for transportation, from display stands to condensers or valves and cocks. A nickel-copper alloy with a high nickel content, and having the same high finish as nickel, but with a slightly softer and more silvery lustre, is now used extensively for chemical equipment, laboratory apparatus, and dispensary fittings. For sinks and draining-boards this material is being used in modern establishments because of its resistance to corrosion, as it is proof against all but a few acids, alkalies, and salts. It is definitely recommended for use in contact with certain chemicals, but there are several with which it should not be allowed to come into contact, and there are others with which action varies with conditions.

**White Oils.**—A liniment containing chiefly oil of turpentine, acetic acid and water, emulsified with soap or yolk of egg. In the two editions of Gray's Supplement published under T. Redwood's editorship in 1847 and 1848, a formula is given for "Egg Oils," an embrocation for veterinary use, consisting of "common" vinegar, oil of turpentine, spirit of wine, Goulard's extract and white and yolk of egg. This formula is quoted in the second edition of Beasley's "Druggist's General Receipt Book" (1852) as "White Oils, or Egg Oils." Another formula of the same date comprises yolk of egg, solution of ammonia, oil of thyme, oil of turpentine and vinegar; and "Ward's White Oils," another veterinary liniment in this volume, is stated to consist of equal parts of spirit of wine, oil of turpentine, rape oil, beef brine and camphor. Other early formulas contain as ingredients small proportions of soap liniment, spirit of rosemary, oil of amber and various galenicals. After a time white oils came into use as a general domestic liniment.

**White Vinegar.**—(1) Prepared by the distillation of ordinary vinegar at a low temperature under reduced pressure, the acetic acid content of the product being adjusted to that of a good-quality malt vinegar. (2) Dilute acetic acid of pharmacopœial or similar strength. (See Wood Vinegar.)

**White Wine Vinegar.**—See Wine Vinegar.

**Whiting,** which is also known as "whitening," "Paris white," "Gilder's whiting," and "English white," is calcium carbonate. It is not often used as a pigment because of its low opacity. When mixed with linseed oil it forms putty. It is sometimes used in water paints and in dressings for white shoes. Care should be taken not to mix it with pigments which are altered by alkalis.

**Whitsuntide.**—In ecclesiastical usage in the Church of England, Whit Sunday and the two days immediately following. The "Whit" of Whit Sunday is regarded

as attributable to the custom of newly baptised persons wearing white garments on that day, which is kept on the seventh Sunday after Easter in commemoration of the Day of Pentecost. Whit Monday is, in England, one of the four bank holidays prescribed by the Bank Holidays Act, 1871. (See Bank Holidays.)

**Wholesale.**—The earliest O.E.D. quotations, from about the year 1417 onwards, give the spelling as "whole sale," indicating a transaction in large quantities in contradistinction to a small transaction. The earliest advertisement of chemicals in which the expression "wholesale only" occurs dates from 1741. The Pharmacy and Poisons (Northern Ireland) Act, 1925, gives (Sec. 16 (3)) the following definition:—

For the purposes of this subsection a sale shall not be deemed to have been made by wholesale unless it is a sale of an article to be exported from Northern Ireland or the purchaser of the article is—

(a) A registered medical practitioner, registered dentist or registered veterinary surgeon; or

(b) A person, firm or body corporate entitled to keep open shop for selling poisons; or

(c) A person, firm or body corporate licensed under the Dangerous Drugs Act, 1920, to sell drugs by wholesale; or

(d) A person, firm or body corporate not engaged in retailing drugs or medicines but requiring the article—

(i) For the purpose of the trade or profession of such person, firm or body; or

(ii) For use in connection with a hospital, infirmary, dispensary or other similar institution under the control of such person, firm or body;

(e) A Government department or officer, or local authority, requiring the article in connection with the exercise of any statutory powers.

The subsection from which this quotation is taken relates to the wholesale vending of poisons, and commences with the words "Nothing in this Act shall extend to or interfere with the sale of poisons by wholesale." Section 4 of the Dangerous Drugs and Poisons (Amendment) Act (Northern Ireland), 1924, which lays down the procedure for registered medical practitioners, dentists and veterinary surgeons who require supplies of "dangerous" drugs, is usually regarded as taking such transactions out of the category of wholesale transactions; the point was not settled, however, in the Act of 1925. Section 16 of the Pharmacy Act, 1868, and Sec. 31 of the Pharmacy Act (Ireland), 1875, provide in identical terms that nothing in these Acts "shall extend to or interfere with . . . the business of wholesale dealers in supplying poisons in the ordinary course of wholesale dealing." The quantity of poison sold at one time has no obvious relation to the question whether the transaction is a wholesale or a retail one. (See Retail.)

**Wholesale Druggists' Association.**—The full title of this organisation is the Association of Wholesale Druggists and Manufacturers of Medicinal Preparations. Secretary and treasurer, Mr. R. W. Wren, 60 Artillery Lane, London, E.1.

**Wholesale Drug Trade Association.**—The Wholesale Drug Trade Association has been in existence since January 1930. Prior to its formation, a similar but smaller organisation, known as the Drug Club, had existed for a considerable time. The Drug Club ceased its activities, and formed the foundation on which the present Association was built. The Association consists of persons and firms carrying on the business of manufacturing and distributing drugs, chemicals, essential oils, and pharmaceutical products. The objects are:—

(1) To promote the interests and welfare of its members by co-operation in all matters pertaining to the wholesale drug and chemical trade generally.

(2) To represent the views of the trade in all matters affecting its interests, and to promote or oppose or assist in promoting or opposing departmental or Parliamentary legislation affecting the trade.

(3) To affiliate with any other organised body or bodies having objects similar to those of the Association.

(4) To do all such other things as are incidental or conducive to the attainment of the above objects.

The affairs of the Association are managed by a council consisting of twelve elected members, trustees and chairmen of the groups. The work of the Association is divided into sections or groups. They are as



## The C.&D. Commercial Compendium

follows:—(1) Wholesale druggists. (2) Pill, tablet, capsule, lozenge manufacturers, etc. (3) Fine chemical manufacturers, drug grinders, etc. (4) Manufacturers and wholesale distributors of medicinal malt products. (5) Export trade. The Association has its machinery for arbitration and for dealing with other troubles.

**Widow's Clause.**—A colloquial expression applied to Sec. 16 of the Pharmacy Act, 1868, which provides, *inter alia*, that "upon the decease of a pharmaceutical chemist or chemist and druggist actually in business at the time of his death it shall be lawful for any executor, administrator, or trustee of the estate . . . to continue such business if and so long only as such business shall be *bona fide* conducted by a duly qualified assistant." It was held in a county court action tried in 1886 (*C. & D.*, 1886, II, 664) that the widow of a chemist who is the sole executrix of his will may carry on the business without limit of time. In Ireland it has similarly been held that Sec. 32 of the Pharmacy Act (Ireland), 1875, imposes no time restriction. The right in either case belongs to a widow in her capacity of executor. The Pharmacy and Poisons Act (Northern Ireland), 1925, prescribes (Sec. 19 (2)) a limit of five years for continuing a business in such circumstances, subject to a review of the authorisation at the end of this and successive periods by the Council of the Pharmaceutical Society of Northern Ireland.

**Widows', Orphans' and Old Age Pensions.**—An extension of the social services provided by the State under the National Health and Unemployment Insurance schemes was effected by the Widows', Orphans' and Old Age Contributory Pensions Acts, 1925 and 1929. These statutes provide for an increase of the amounts of the contributions previously paid by insured persons in respect of Health Insurance in order to secure the following additional benefits: Pensions for widows of insured men; allowances to widows of insured men in respect of children; pensions for orphan children of insured married men and widowers of insured women; pensions to insured men and their wives and to insured women upon attaining the age of sixty-five, free from the conditions as to other means of support that apply in the case of ordinary old-age pensions (*q.v.*). All persons who are liable to be insured under the National Health Insurance scheme must be insured also under the Pensions scheme, and, in addition, certain classes of employees who are outside the scope of the former scheme. Moreover, if a man obtains a certificate of exemption from liability to pay Health Insurance contributions, he must still pay a reduced contribution under the Pensions scheme. In certain circumstances, persons may become voluntary contributors under the Pensions scheme.

**Wild Cherry.**—See Virginian Prune Bark.

**Will.**—A will is a written document by which a person, called the testator (testatrix, if a woman), makes known his intentions as to the disposal of his property after his death. A will need not be written by the testator himself; it may be written by someone else, typewritten or printed. If in handwriting, the will should be legibly written in ink. In any case, a will should be on a single sheet of paper. A testator must execute his will by signing it "at the foot or end," in the presence of two witnesses, who must also both sign the will and add their addresses and descriptions. Not only must the witnesses see the testator sign the will, but they must attest it in his presence and in the presence of each other. The attestation clause should state that this formality has been observed. A person who is left a legacy or other interest under the will should not act as a witness, because, if he does, although the will remains valid, he will be debarred from benefiting under it. Although no special form of wording is necessary, it is important that a will should be worded so as to make the testator's intentions absolutely clear. In the event of ambiguity, the Court may have to decide what must be presumed to have been the testator's wish. Alterations or corrections

in a will should be avoided, and must on no account be made after the will has been executed. If a material alteration in a will is found to be necessary after it has been prepared, it should be written out again correctly before execution. If a trifling and unimportant alteration—such as the correction of the spelling of a word—is made in a will before it is executed, the testator and both the witnesses should place their signatures or initials at the side of the alteration, or in the margin level with it. A correction must never be made by erasure; the incorrect word or words should be struck through and the correction clearly written in ink. If a testator afterwards wishes to change or add to the terms of his will, he can do so only by making a fresh will or executing a codicil. In the latter case, he must observe the same formalities as are required in the case of a will. Trouble will be avoided in proving a will upon the death of the testator (see "Probate") if an executor is named in it. Should the will create life interests or trusts, at least two executors should be appointed. A will is deemed to have been revoked if the testator intentionally destroys it by tearing it up or burning it. If a subsequent will is made, it does not impliedly revoke the earlier will except to the extent that the first or earlier wills are inconsistent with the one last made. For that reason, whenever a will is made the wording should state an intention to revoke all previous wills. If a person marries after having made a will, the will is revoked automatically, unless the will was made in or after 1926 and was expressly stated to have been made in contemplation of marriage.

**Willow.**—See Salix.

**Winchester.**—See Bottles as Standards.

**Window Bills, Removing.**—Dirty or out-of-date window bills should not be left pasted up in the window or shop. Chemists sometimes experience difficulty in removing pasted display papers, small posters, and so on from the window enclosure or the plate-glass in front of the display. If a knife or a wet cloth is used it is generally a long, tedious process and often results in scratches which permanently disfigure the wood or glass. Special planes are obtainable for this purpose, which peel off the paper cleanly without water, and, incidentally, provide opportunity for further economy in that they use up old razor blades. They are so constructed that they will not scratch. Made of brass, nickel-plated, and fitted with a stained wood handle, these planes are obtainable from most firms specialising in display sundries.

**Window Dressing.**—In order that the window may be completely stripped whenever a complete change of setting becomes desirable, all the fittings should be either portable or easily detachable. Most chemists find that small glass shelves on adjustable brackets are most conducive to quick changing. By the use of this the window can be wholly unfurnished in a very short time and a scenic or seasonable setting arranged in conjunction with open dressing. Quick dismantling of the window is also facilitated by the use of a system of enclosures with one removable panel, which allows of the sliding of the remaining panels to one side or the other. Another method which enables the window to be quickly unfurnished and redressed is to have it divided into three or more sections according to its size, and to make each section representative of a different department of the business. By this means one section could be changed on alternate days, and if a reserve suite of display fittings were kept available it would be possible quickly to unturnish any section merely by removing its shelves and brackets and to convert it to an "open" display by replacing the shelves with the suite of display stands or pedestals. To this end, more chemists might make use of window dividers with advantage. Partitions of this kind should be light, and should be regarded as portable fittings rather than fixtures, so that if it is desired at any time to give up the whole window to a special demonstration display it is possible easily and quickly to dismantle it entirely.



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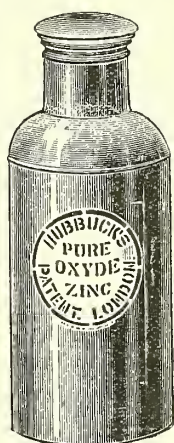
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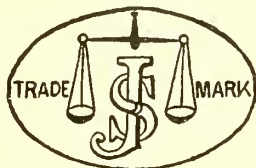
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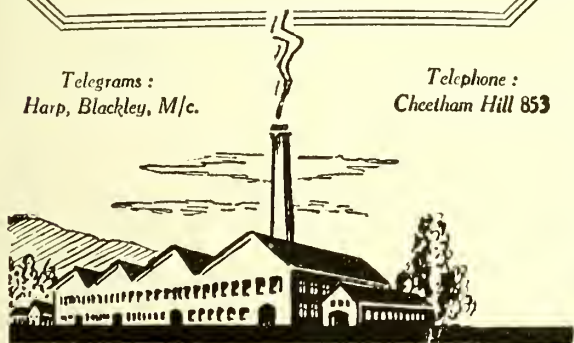
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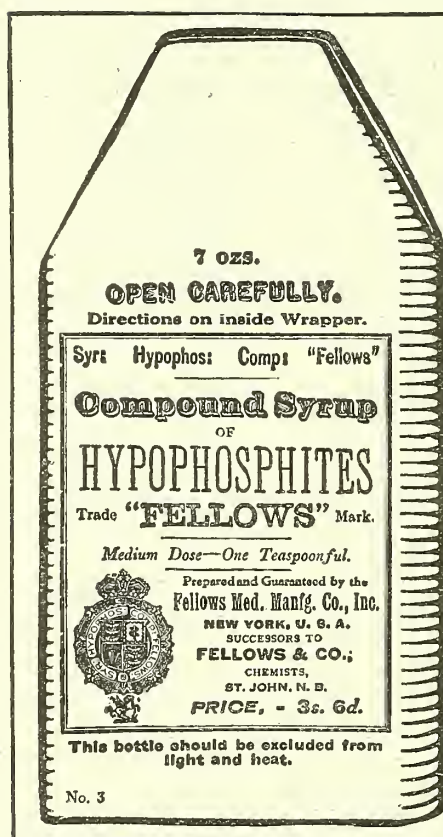
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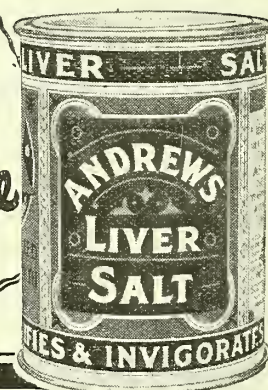
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**RHEUMATISM  
INFLUENZA  
NEURALGIA  
NEURITIS  
LUMBAGO  
SCIATICA  
COLDS**

from your  
usual  
wholesaler  
or write  
direct

**SHOWCARDS & DISPLAY MATTER**

Sent upon application to Cephos Ltd., Blackburn,  
whether you obtain supplies from us or elsewhere.

**Cephos Ltd. Blackburn**



# SALES of FAMEL SYRUP

(SOLD ONLY THROUGH CHEMISTS)

## WILL GO UP 3000% THIS WINTER

### Read how a great Advertising Campaign will ENSURE this

We have **already proved** the pulling power of this National Advertising Campaign which we are launching for Famel Syrup this Winter! Last year we "tried out" the scheme in Lancashire. Sales in that area (where it was already one of the leading selling lines) went up by **300%** in less than six months!

The product itself is a reliable, trusted family remedy accepted by the medical profession, **sold only through Chemists**. We are offering free samples in every advertisement.

Sufferers from coughs, colds, bronchitis and catarrh have only to try Famel Syrup once to be convinced of its amazing curative powers. They will come to **you** for further supplies. Be prepared for big demands. Get your stocks ready **NOW**. Order supplies through your wholesaler or direct from Wilcox Jozeau and Company.

Some of the Papers used in this great Advertising Campaign :

Daily Sketch.	News of the World.	News-Chronicle.
Radio Times.	Sunday Pictorial.	John Bull.
		Nursing Mirror.

# Famel Syrup

Distributors for Great Britain and Irish Free State :

**WILCOX JOZEAU & COMPANY** (Foreign Chemists), LTD.  
15 Great St. Andrew Street, LONDON, W.C.2

Telephones :  
Temple Bar 7111 (3 lines).

Telegrams :  
"Physic, Westcent, London."





# PRECIPITATED CHALK

**LIGHTEST—MEDIUM—DENSE.**  
And All Other Grades To Suit Every Purpose.  
**CHEMICALS FOR ALL INDUSTRIES.**

Phone: Mansion House 7300.

Tel. Add.: "Levermore, Phone, London."

**A. LEVERMORE & CO. LTD.** ABC Codes.  
110 CANNON STREET, LONDON, E.C.4. 5th & 6th Editions.

# PARAFFINUM LIQUIDUM B. P.

**EXTRA HIGH VISCOSITY** **HOLROYD'S OIL & CERESINE CO., LTD.**  
3 New London St., London, E.C.3. Phone: 3395 Royal. Wires: Errikolroy Fen.

DISPENSING  
FLATS

## GLASS BOTTLES

COUGH MIXTURE  
PANELS

Write for Quotations. Good Quality Bottles at low prices.

**WM. HANSON & SONS, LTD.,** Rose Grove, Burnley Phone: 3307

## FRED K. FINK & CO.

10 &amp; 11 MINCING LANE, LONDON, E.C.3.

TEL: ROYAL 5094.

GUMS, ARABIC and TRAGACANTH as Imported or  
Finely Powdered. :: SHELLACS ALL GRADES.



## CACHETS "FINOT"

(White or Coloured)

With inscriptions in any desired  
tint; also Plain or Embossed.  
"A distinction all their own."—C. & D.  
"Perfection of Cachets."—Lancet.

These Cachets are especially adapted for Headache, Neuralgia  
and other powders.

**COOPER SON & CO. LTD.,** 80 Gloucester Road, SOUTH KENSINGTON.  
In 17 Sizes to fit the various types of Cachet Machines.

## DUTCH DROPS

The Original HAARLEM OIL

Also in Capsule Form.

We are Sole Distributing Agents for the British Isles, British  
Colonies, Scandinavian Countries, Spain and South America.

**BROOK, PARKER & CO., LTD., BRADFORD**

## PHOSPHATE OF SODA, Pure

For Food Purposes

ASK FOR SAMPLE AND PRICES

**PERRY & HOPE, LTD.**

Forth and Clyde Chemical Works, NITSHILL.

Telephone: Giffnock 414 (2 lines).

Telegrams: "Perryhope, Nitshill."



## SHADEINE FOR TINTING GREY HAIR

This popular article is largely advertised  
and stocked by all Wholesale Houses.

Trial size 8d. per doz.	6/-
1/4 size, per doz.	12/-
2/6 size, per doz.	24/-
3/9 size, per doz.	36/-

The SHADEINE CO., 58 Westbourne Grove, London, W.2

Remember to order "3 ARROW BRAND"

**HYPODERMIC SYRINGES &****"77" STAINLESS STEEL NEEDLES**

GUARANTEED AND RELIABLE.

Obtainable through all the leading Wholesalers.

Free samples of needles can be obtained from

**ALBERT H. JACOBS,**

147 &amp; 157 Farringdon Rd., London, E.C.1



From the usual  
Wholesalers or  
direct—

**Hobson's Choice**  
**FEET POWDERS**

**HOBSON,  
TRIMBLE  
& CO. LTD.**  
11 Union St.,  
LEEDS.

## DOCTOR'S ADHESIVE PLASTERS with Zinc oxide THAT DO STICK!

Ask for Price List and Compare

**KAYDOR LTD.,** 30 Howland St., London, W.1Proprietors  
of**MORFI**Rubber  
Products

**THE "SAFEGUARD"**  
**BRAND OF RUBBER GOODS**  
Are SUPPLIED to CHEMISTS & DRUGGISTS ONLY  
FINEST QUALITY. HYGIENIC PACKING

Write for Samples and Prices.

**BURGE, WARREN & RIDGLEY, LTD.**

31/32 GREAT SAFFRON HILL, E.C.1

Phone: Holborn 0050. Telegrams: Pessaries, Smith, London.

**Cachet** CLOSING  
and FILLING  
**machines**  
**3/6 to 32/6**  
to suit all Dispensing Requirements

WRITE FOR ILLUSTRATED LIST.

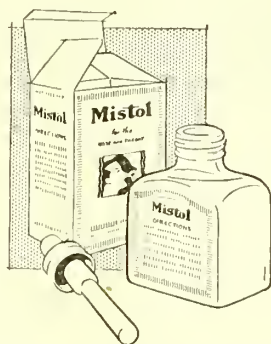
**THOS. CHRISTY & CO.,** 4-12, Old Swan Lane, LONDON, E.C.4.



# THE DEMAND-CREATING FORMULA

MISTOL + MEDICAL + POPULAR + NATIONAL  
EFFECTIVENESS + RECOMMENDATION + PRICE + ADVERTISING

Mistol is now fully qualified for big sales. National advertising is broadcasting to millions the merits of this widely prescribed preparation for the relief of colds and catarrh.



*For Colds, Nasal Catarrh, Coughs, Laryngitis, Bronchitis, Hoarseness.*

Popularly priced at 1/3 and 2/6—Mistol is needed by almost everyone who passes your store.

Display Mistol prominently for maximum sales—for steady winter profits.

STEMCO LIMITED, 128, ALBERT

# Mistol

STREET, CAMDEN TOWN, N.W.1

# R

YOU WILL BE  
ASKED TO  
DISPENSE

# Arcolax



A natural Vegetable product for the treatment of Habitual Constipation.

*We are providing the Medical profession with samples and full information.*

*Be ready to supply.*

IN BOXES RETAIL 3/4

*Prepared and extensively advertised by*

## ROBERTS & CO.

*Pharmaciens*

76 NEW BOND ST., LONDON, W.1

and at PARIS

## Turn Winter-time into Profit-time.



With the coming of winter, Snowfire Tablet makes money for you. Sales are brisk throughout the season and profits go on increasing every day. Make a good display and get your share of this big business. Many will ask for Soft Snowfire and the Glycerine Jelly (Vanishing) for daytime use, so be sure you stock all three. All are being advertised extensively to increase the demand.

# Snowfire

TABLET . SOFT SNOWFIRE and  
SNOWFIRE GLYCERINE JELLY (*vanishing*)

Made by F. W. HAMPSHIRE & CO., LIMITED  
SUNNYDALE WORKS, DERBY

AGENTS : Canada—Wilfred Noble & Co.,  
203 Victoria Street, Toronto  
Australia—Messrs. Salmond & Spraggon (Australia), Ltd.  
218 Kent Street, Sydney, N.S.W.

C C

**LOSALL'S SALT**

SELLS FREELY AND READILY.  
PAYS 50% ON OUTLAY.

An infallible remedy for

**Gout  
Rheumatism  
Eczema & Skin  
Affections**

**P.A.T.A.** doz.  
net  
4 oz. tins 1/-, 8/-  
8 oz. „ 1/9, 14/-  
Bottles 2/-, 16/-

Attractive advertising  
matter supplied on  
application.

**SOLD EVERYWHERE.**

Manufactured by  
**LOFTHOUSE & SALTMER, Ltd.**  
**HULL.**

**YEAST  
CAPSULES**

**RICH IN VITAMIN POTENCY**

Per Doz.

Boxes of 25 capsules - - 7/6

Boxes of 36 capsules - - 10/9

Boxes of 50 capsules - - 14/-

In bulk 17/6 per 1,000 capsules

When ordering through  
Wholesalers specify

**MAWSON'S  
Yeast Capsules**

**JOHN W. MAWSON  
and CO., LTD :: ::  
LONDON - - S.E.27**

ESTD. 1908

**PURE ORANGE WINE**  
**A. MILLAR & CO., LTD., DUBLIN**

(VINUM AURANTII B.P.) Prepared in strict accordance with the Formula of the British Pharmacopœia. (Wholesale only.)  
Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C.3.

**ALL CHEMISTS  
SHOULD STOCK**

**ABDINE**

**THE GOLD MEDAL HEALTH DRINK**

**Quick Seller. Big Profits. Over 50 years' Reputation.**

"Abdine" is the most popular Health Drink. Perfectly safe for all ages. Made from choicest fruits, it does not contain Epsom or Glauber Salts. Year after year the sales are steadily increasing.

**DUNCAN McGLASHAN LTD., ABDINE WORKS, WESTFIELD RD., EDINBURGH**

**DRIED MILK**

Large buyers of Full Cream, Half Cream, Separated, Milk Sugar, Whey Powder, Soluble Milk Casein, are invited to apply for samples and quotations, stating probable requirements. Eight Creameries in Dorset, Somerset and Wilts.

**PRIDEAUX'S LTD., MOTCOMBE, SHAFTESBURY, DORSET**

**Season—1931**

**COD LIVER OIL**

**GUARANTEED GENUINE. FINEST PURE LOFOTEN.**

**Manufacturers :**

**BRÖDR. AARSÆTHER A/S, Aalesund, Norway.**

**LARGEST MANUFACTURERS OF COD LIVER OIL IN NORWAY.**

**SPECIALITY—Pure Veterinary Cod-Liver Oil.**

**Stocks always held in London.**

**In 25-gallon tin-lined barrels.**

**SOLE AGENTS  
FOR U.K.:**

**FREUDENTHEIL, SMITH & CO.**

**Tel. Add.: "FREUDENRUF." 21 Mincing Lane, LONDON, E.C.3. Tel.: ROYAL 6600.**

**Codes used : ABC, 4th and 5th Edit., Bentley's, and Private.**



# BEECHAM'S PILLS

*Worth a Guinea a Box.*

# BEECHAM'S POWDERS

*Act like Magic.*

Many Chemists and Druggists are now reaping the benefits of a 38% profit on cost on Beecham's Pills and Powders. The reason for this is that recently we introduced a

## £2 PARCEL

for either Beecham's Pills or Beecham's Powders or assorted Beecham's Pills and Beecham's Powders. The £2 parcels can be obtained direct and carry a 2½% cash discount together with a further 5% discount for window display, carriage paid—packing free—monthly account.

## ADVERTISING

Strong, virile and forceful advertisements in an extensive and continuous advertising campaign are appearing daily in the most important papers throughout the country. Every day they are selling more of our products and ensure a constant demand. House-to-house distributions augment the Press advertising throughout the British Isles, and show material is available for use in your shop or window, or on your counter.

Keep yourself well supplied with Beecham's Pills and Powders and reap the benefits to be derived from these fast moving lines.

# BEECHAM'S PILLS LTD.

# ST. HELENS, LANCs.

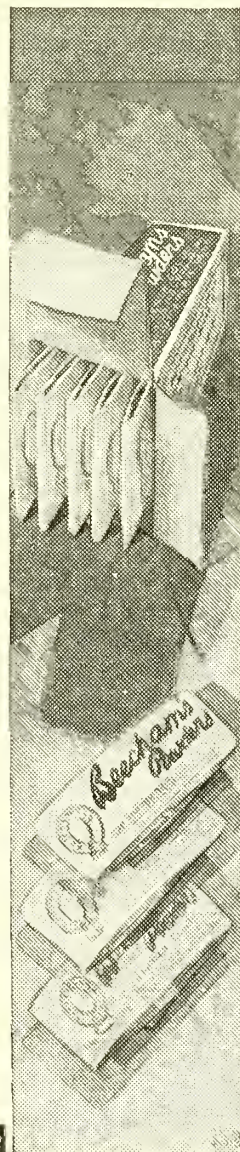
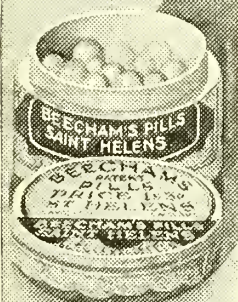
'Phone : No. 1230 St. Helens. 'Grams : Beecham, St. Helens.

**STOCK MORE —**

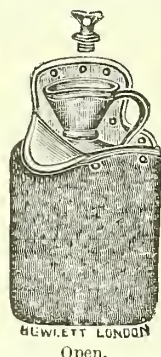
**SHOW MORE —**

**SELL MORE**

**BEECHAM'S PILLS and  
BEECHAM'S POWDERS**





HEWLETT LONDON  
Open.

## THE "CHARLOTTE" (Regd.) HOT-WATER BOTTLE COVER

"Its novelty consists in the cover which encloses the stopper completely."—

*British Journal of Tuberculosis.*  
"Accidents certainly happen with some frequency through the employment of uncovered bottles."—*The Lancet*

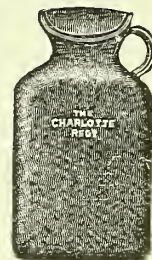
THE ONLY SATISFACTORY HOT-WATER BOTTLE COVER ON THE MARKET.

	Best Quality. (Velour)	2nd Quality. (Plushette)		Best Quality. (Velour)	2nd Quality. (Plushette)
8×6 in.	14/-	12/- doz.	12×8 in.	18/-	16/- doz.
10×6 in.	15/-	13/- "	12×10 in.	21/-	18/9 "
10×8 in.	17/-	15/- "	To fit the moulded hot-water bottle, size 11½"×8"		
			Velour 20/- doz. Plushette 17/- doz.		

Supplied in pink, blue, peach and grey.

MANUFACTURED ONLY BY

C. J. HEWLETT & SON, Ltd., 35/42, Charlotte St., London, E.C.2



Closed.

## "STERAID" Regd. Dressings

Patent No. in Great Britain  
221761/1924 and patented in all  
the principal foreign countries.

Patent Rotating Canister packing to retain aseptic conditions. In use, only  
the amount required is withdrawn and cut off. The remainder is not exposed.

### GAUZES.

	Minimum Public Prices Each	Minimum Trade Prices Per Doz.		Minimum Public Prices Each	Minimum Trade Prices Per Doz.		Minimum Public Prices Each	Minimum Trade Prices Per Doz.
Sal Alembroth	6-yd.3-yd.1-yd.	6-yd.3-yd.1-yd.	Plain Absorbent	6-yd.3-yd.1-yd.	6-yd.3-yd.1-yd.	LINTS.	PLAIN and BORIC.	
Sublimatic	1/11 1/2 - 7/3	17/3 10/6 5/7 1/2	Double Cyanide	1/8 1/0 1 - 7	15/- 9/4 5/3	2 in. wide	Min. Public	Min. Trade
Carbolic			Iodoform 5%	2/- 1/2 1/2 - 8	17/6 10/7 5/9	4 "	Prices	Prices
Boric			Picric	2/8 1/6 1/2 - 9	24/- 13/10 6/9	6 "	Approx. 6 yds. Plain & 4 yds. Boric	

ORDER THROUGH USUAL WHOLESALE.

ROBERT BAILEY & SON LTD., Marriott Street Mills, STOCKPORT

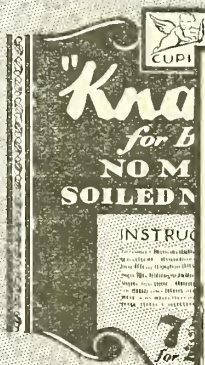
Phone: Stockport 2794 and 4166.

London Office: SOUTHAMPTON ROW, W.C.1

Wires: "Undisputed, Stockport."

## NO MORE SOILED NAPKINS

*what mother could  
resist this appeal?*



INTENSIVE advertising  
is telling mothers about  
"Knappee," the new pad  
which, after acting as a  
lining to Baby's napkin, is easily  
destroyed, leaving the napkin  
clean and obviating hours of  
washing. The appeal has been  
amazingly successful. . . are  
you showing "Knappee" to  
YOUR customers?

*The inter-*  
**Knappee**

Retail price 7½d. for 24. From your  
wholesaler, or DEPERE CO., White-  
hall House, Whitehall, S.W.1.  
Write for literature and terms.

## WILSON Surgical Industrial & Household GLOVES

SUPPLIED TO THE  
TRADE EXCLUSIVELY



*Robt. Blaker*  
11, CANUTE RD.  
SOUTHAMPTON

## RACIAL (REGD.) SOLUBLES

As used at the Clinic for Constructive Birth  
Control! (founded by Dr. MARIE STOPES)

These Solubles, the result of careful investigation,  
have now been made obtainable by the C.B.C. Society's  
Committee and the Trade can obtain them direct from

The C.B.C. CLINIC

108 Whitfield Street, LONDON, W.1

Supplied in not less than complete dozen lots at 10/6,  
post paid, cash with order. Show card free.

Retail price 1/3.

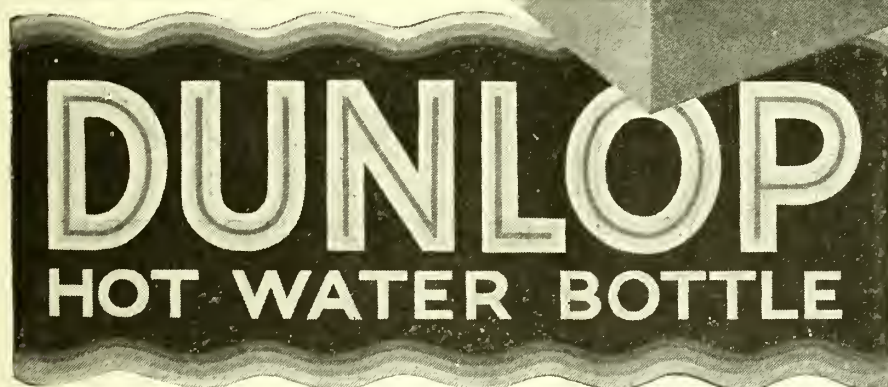
These pessaries contain no quinine or deleterious  
matter of any kind.

Only fully qualified Chemists supplied.



# A hot water bottle of UNRIVALLED STRENGTH .....and DURABILITY

backed  
by a name  
famous for  
**QUALITY**.....



Section of Dunlop  
Hot Water Bottle  
showing special  
fabric insertion.

High pressure moulded  
construction, ensuring  
maximum safety and  
durability.

Fixed Retail  
Selling Price :

**5/11**



HIGH PRESSURE MOULDED WITH FABRIC INSERTION

Built on the same principle as the toughest motor tyres,  
the Dunlop Hot Water Bottle can truly be described as the  
strongest, safest and most reliable bottle in existence.

In its novel and sales-compelling container, and selling at a  
price which attracts your best customers, it offers a unique  
proposition to every chemist catering for a high class trade.

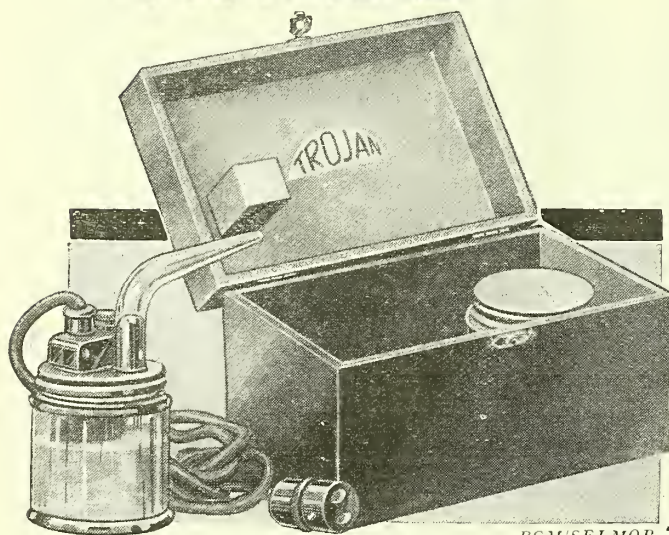
*Obtainable from your usual Factor.*

MACINLOP LIMITED. Head Office: CAMBRIDGE STREET, MANCHESTER.  
Branches at: London, Glasgow, Birmingham, Cardiff, Liverpool,  
Leeds, Newcastle, Nottingham, Southampton, Dublin, Belfast, Cork.



The

# TROJAN ELECTRIC INHALER



BCM/SELMOR

## Have YOU had particulars ?

Every Chemist should have full particulars of the TROJAN THERMO INHALER—it is a new and extremely profitable line.

Thousands of people are already seeking relief from Colds, Coughs, Influenza, Catarrh, etc. Everybody wants health.

The TROJAN Inhaler offers instant relief to these distressing complaints. It is always ready for immediate use. Just switch on, and in a few seconds a steady stream of special germ-destroying vapour is produced, which after a few inhalations instantly relieves the most chronic cold, cough or influenza.

Write us NOW for full details.

**JOHN SHAW & SONS  
WOLVERHAMPTON LTD**

(Established 1795).

Head Office and Works: WOLVERHAMPTON.  
Telephone: 1001. Telegrams: "Shaw, Wolverhampton."  
LONDON BRANCH: 29, Shoe Lane, E.C.4.

# NORVIC

Reg'd

## CRÊPE

# BANDAGES

## "SURCO"

RELIABLE

## ELASTIC HOSIERY

SEAMED & SEAMLESS

For special garments to  
measure we maintain a 24  
hour service.

:: BODY BELTS ::  
TRUSSES :: SUNDRIES

*Write for Catalogue.*

**SURGICAL HOSIERY CO., LTD.**

Russell Street :: NOTTINGHAM

Telephone No.: 75903 Telegrams: SURGICAL, NOTTM.



## ELASTIC HOSIERY

IF YOU REQUIRE  
ELASTIC HOSIERY

see that it is made by

## HEWARD'S

YOU WILL THEN GET  
PROMPT DELIVERY  
AS IT WILL BE

## LONDON MADE

**Best sellers**

The public is asking  
for **ZEAL**  
CLINICAL  
THERMOMETERS  
because they are:-

GUARANTEED TO  
STAY ACCURATE  
CONSISTENTLY  
ADVERTISED

Made by  
**ZEAL**

-the name the  
public knows.

G. H. ZEAL, LTD.,  
75 & 77, St. John St., London, E.C.1.



Awarded Certificate by  
The Institute of Hygiene  
for Purity—Quality—Merit

## LOCARNO MEDICATED TOILET ROLL

Costs 3<sup>d</sup>



BRITISH  
MADE

Sells 6<sup>d</sup>

Sales  
restricted  
to Chemists

You are sure of  
repeat orders  
by selling the  
"LOCARNO"

Contains 650 sheets of pure  
white Sulphite Paper.  
Free delivery. Packed in cartons  
Free Sample Roll on application  
Each Roll 12 oz.

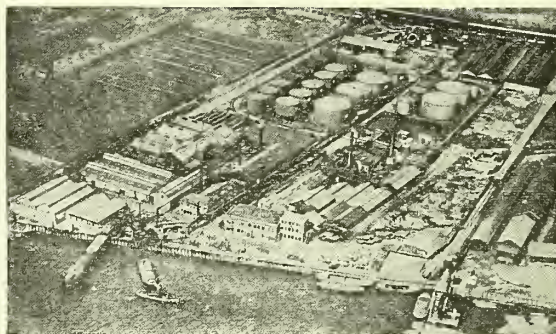
Sole Manufacturers:  
**J. RUTHERFORD & Co. L<sup>d</sup>**  
VICTORIA PAPER MILLS  
VICTORIA RD., HOLLOWAY, LONDON, N.7

CONTRACTORS TO H.M. GOVERNMENT



*Enquiries solicited from*MANUFACTURING AND  
WHOLESALE CHEMISTS  
PERFUMERY AND COSMETIC  
MANUFACTURERS, ETC.

—FOR—

**MEDICINAL PARAFFIN** <sup>B.</sup><sub>P.</sub>*(Maximum viscosity)***TECHNICAL WHITE****and HALF-WHITE OILS,****PETROLEUM JELLIES, etc.**

AERIAL VIEW OF OUR SILVERTOWN WORKS

*Works also at Manchester*

# Silvertown Lubricants Limited

WHITE OILS DEPARTMENT

MINOCO WHARF, WEST SILVERTOWN,

Tel.: ALBERT DOCK 1074  
(5 lines)

LONDON, E.16

'Grams: VOLUMETRIC,  
SILVER**METHYLATED SPIRITS***and***FINISH**FINEST OBTAINABLE  
PROMPT DELIVERIES**J. M. Mills Ltd**BROOKFIELD DISTILLERY  
STOCKPORTTelephone: Stockport 2396  
Telegrams: "Phone, Aniline"**PETROLEUM JELLY**("SALVO PETROLIA")  
BRANDTHE PERFECTION OF PETROLEUM JELLY  
MANUFACTURED SOLELY BY**THE DEE OIL CO. LD.****D 23 & 24 EXCHANGE BUILDINGS  
LIVERPOOL**TELEPHONE -  
CENTRAL 3859TELEGRAMS -  
CESTRIAN

LONDON OFFICE

11 POULTRY, CHEAPSIDE, E.C.2. PHONE: CITY 8455

**PACKED IN BARRELS KECS OR  
SMALLER PACKAGES IF DESIRED.**OTHER GRADES OF  
PETROLEUM JELLIES, WHITE BASES ETC.  
**WHITE OILS B.P. & Technical Qualities**

SAMPLES &amp; PRICES ON APPLICATION

**OLEUM DEELINÆ (DEE OIL)**  
THE UNFAILING CURE FOR ECZEMA



# PETROLEUM JELLIES

WHITE, LEMON, YELLOW, AMBER, RED, GREEN.

## WHITE & COLOURED OILS

YELLOW, GREEN, RED FOR BRILLIANTINE, etc.

## LIQUID PARAFFIN

COLOURLESS, TASTELESS, ODOURLESS.  
ALL SPECIFIC GRAVITIES.

B.P. AND TECHNICAL QUALITIES

*Wholesale Trade only.*

## STERNS LTD.

Royal London House, Finsbury Sq., London, England

Telegrams: "CENTUMVIR, TELEW, LONDON."



# Petroleum Jelly

White, Yellow, Amber,  
& Ruby Red, for all  
Pharmaceutical and  
Veterinary purposes

## MEADE-KING, ROBINSON & CO., LTD.

22 Water Street LIVERPOOL.	523 Salisbury Hse. Finsbury Circus LONDON.	Deansgate Arcade MANCHESTER.	Martineau Street BIRMINGHAM.	Wellington Chambers LEEDS.
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# Liquid Paraffin B.P.

All Grades, including  
STEMCO 890 (Guaranteed.)  
in 40 gallon drums only.  
White & Coloured Oils  
Petroleum Jellies B.P.

## Stemco Ltd.

128/132 Albert St.  
Camden Town, London, N.W.1  
Phone: Gulliver 5474

### LONDON COLLEGE OF PHARMACY

THE ANNUAL RE-UNION

### DINNER & DANCE

Thursday, November 26th, 1931, at  
The Criterion Restaurant, Piccadilly.

Dinner 7 for 7.30 p.m. Dancing till 2 a.m.

TICKETS—8/6 each, from the Social Secretary.

ALSO

### 2nd ANNUAL GENERAL MEETING OF "THE OLD CYANIDES"

At 9 p.m. approx. Apply for details—361 Clapham Rd., S.W.9

### MANY SUCCESSES IN THE EXAMINATIONS

Your Opportunity to

## QUALIFY IN OPTICS

**PRACTICAL WORK.** Personal tuition in the practical work is a distinctive feature. Students can avail themselves of the practical classes held during examination times when they are in London.

Expert Tuition for the SIGHT-TESTING DIPLOMAS of the Worshipful Company of Spectacle Makers (F.S.M.C.); the British Optical Association (F.B.O.A.); the National Association of Opticians (F.N.A.O.); or the College of Optics (F.C.O.).

Write for full particulars—

G.A. SCURR M.P.S. F.S.M.C. F.B.O.A. F.N.A.O. B.Sc. F.I.O. F.C.O.  
50 HIGH STREET, BARNET, LONDON, N.

### THE SOUTH OF ENGLAND COLLEGE OF PHARMACY

186 Clapham Road, LONDON, S.W.9

Principal—H. LUCAS, Ph.C., F.C.S.

assisted by a fully qualified and efficient staff.

REVISION courses start in April and in August for both Part I and Part II. Fees, 3 months, 10 guineas.

The "Once-a-Week" classes for Part I started in October but students can join at any time, fees from 1 guinea per term.

FOR ALL PARTICULARS APPLY THE PRINCIPAL

## British Optical Institute LTD.

(COLLEGE OF OPTICS)

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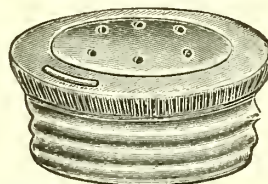
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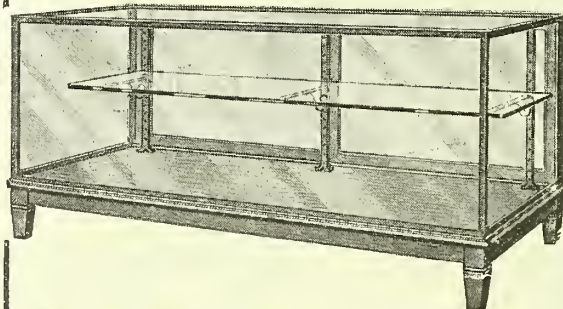
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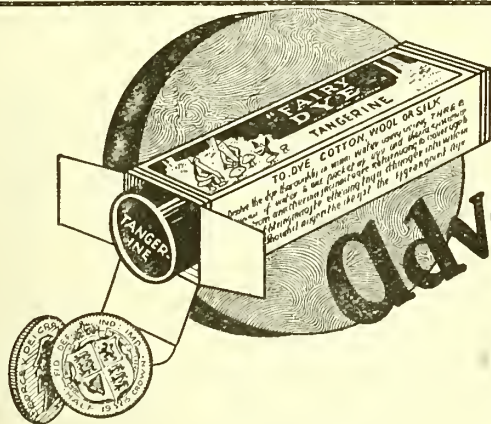
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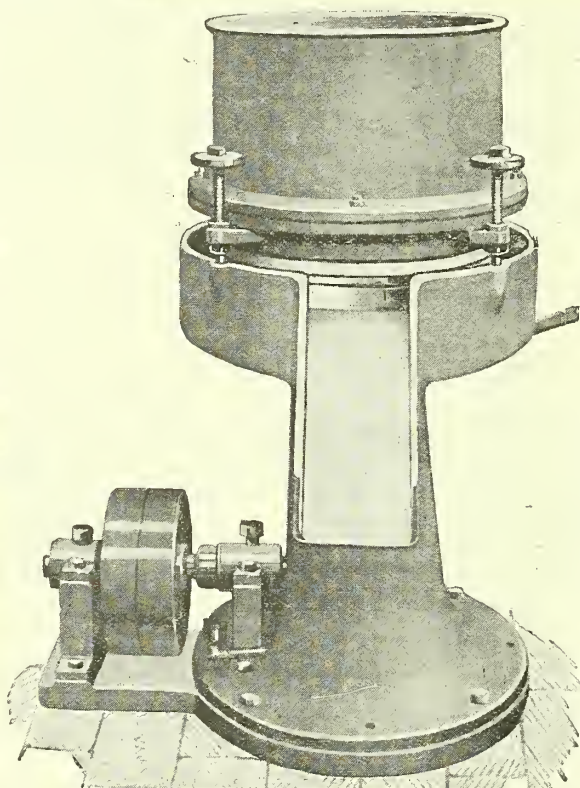
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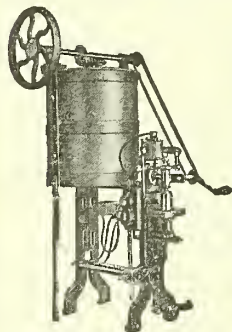
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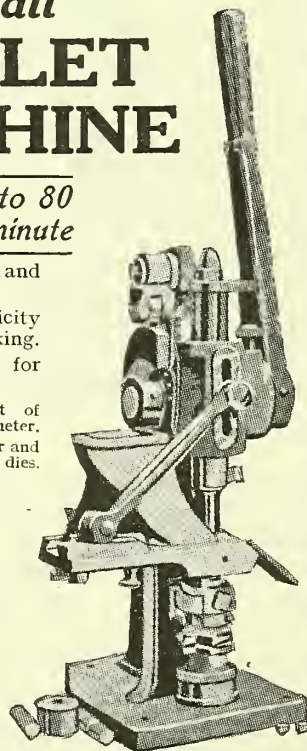
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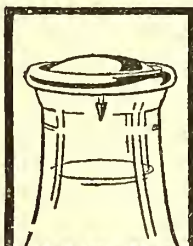


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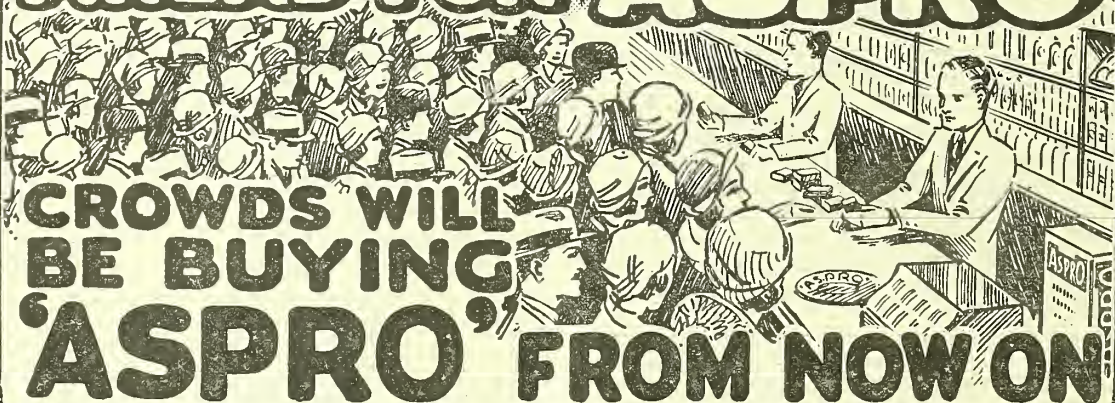
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28 ESSEX ST.  
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NOVEMBER 14, 1931

*This Supplement is inserted in every copy of The Chemist & Druggist.*

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(C8) NORFOLK.—Old-established pharmacy for disposal on account of contemplated retirement; double-fronted premises with excellent living accommodation; returns for 1930 exceed £2,000; chartered accountant's figures available; genuine proposition, capable of every investigation. (Visited and recommended.)

(C9) PORTSMOUTH (NEAR).—Old-established retail and dispensing business, with good connection in Fancy and Toilet requisites; average turnover approximately £2,500 per annum; audited accounts available; for disposal on account of family reasons. (Visited and recommended.)

(C10) DERBYSHIRE.—Unopposed retail and dispensing business in small county town; turnover approximately £45 weekly; good living accommodation; average net profits for past three years exceed £450 per annum; rent, £57 on lease. (Visited and recommended.)

(C11) SUSSEX (SEASIDE RESORT).—Good class family business; turnover approximately £3,000 per annum; excellent living accommodation; premises well situated in busy thoroughfare; further particulars upon application.

(C12) LONDON, W.C.—Pharmacy with good scope for increase; present net profits, £500 to £600 per annum; living accommodation if required; no near opposition; reasonable purchase price. (Visited and recommended.)

(C13) SUSSEX (POPULAR SEASIDE RESORT).—Old-established pharmacy with abundant scope for increase; present turnover, £1,800 to £2,000 per annum; rent, £150; 21 years' lease; low purchase price, as owner is forced to move on account of acute health trouble.

(C14) WARWICKSHIRE.—Pharmacy well situated in middle-class residential area; net profits (certified) approximately £500 per annum; returns upwards of £45 weekly; good living accommodation. (Visited and recommended.)

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(C16) NORTH MIDLANDS.—Recently established pharmacy occupying leading position in centre of small market town; owner disposing solely on account of unforeseen domestic circumstances; average turnover £35 to £40 weekly, and increasing; moderate rental; 21 years' lease; exceptional opportunity. (Visited and recommended.)

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(C22) SOUTH COAST.—Pharmacy with optical connection splendidly situated in busy thoroughfare; returns average £1,950 per annum; well stocked and fitted; living accommodation available.

(C23) TEES SIDE.—Good retail and dispensing business; present turnover approximately £1,750 per annum; net profits, £480; good living accommodation; rent, £110 on lease; bona fide reasons for wishing to dispose. (Visited and recommended.)

(C24) KENT.—Good dispensing and general business situated in healthy locality; no opposition; turnover approximately £1,430 per annum; living accommodation available; reasonable purchase price.

(C25) BOURNEMOUTH.—Recently established pharmacy, well situated in good class residential district; excellent potentialities; no near opposition; returns for first six months average over £20 weekly further particulars upon application. (Visited and recommended.)

(C26) BIRMINGHAM.—Retail and dispensing business doing approximately £1,350 per annum; net profits exceed £300; main road situation; double-fronted shop, well stocked and fitted; moderate rental on lease; reasonable purchase price. (Visited and recommended.)

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(C29) CHESTERFIELD (NEAR).—Drug Store (old-established) showing returns of approximately £25 weekly; good living accommodation; high percentage profits; premises extremely well situated; audited accounts available. (Visited and recommended.)

(C30) SOMERSET.—Country pharmacy, well situated, with exceptionally wide area to draw upon; returns for 1930, £1,250; 1931, £1,800; inclusive rental, £29 per annum; 7 year lease; house available if required. (Visited and recommended.)

(C31) CARDIFF.—Good-class family business with property situated in pleasant residential district; main road situation; turnover approximately £1,500 per annum; further particulars to bona fide applicants.

(C32) KENT (SEASIDE RESORT).—Good retail and dispensing business, situated in rapidly growing district; present returns approximately £20 weekly with scope for substantial increase; reasonable purchase price.

(C33) PRESTON.—Good dispensing and photographic business doing approximately £18 weekly, and increasing steadily; near chemist to rapidly growing housing estate, consequently the opportunities for extension are exceptionally good; initial capital required for purchase business and property, which includes excellent living accommodation, £475. Trial if required.

(C34) MERSEYSIDE.—Drug Store doing £10 to £12 weekly and well capable of increase; main road situation; good living accommodation; low overhead charges; bona fide reasons for disposing, which can be verified by personal knowledge.

(C35) BOURNEMOUTH.—Retail and dispensing business doing approximately £15 weekly; good scope for increase and development; purchase price for quick sale, £375.

(C36) RAMSGATE.—Drug Store at present under lady management; returns approximately £15 weekly, and capable of considerable increase; main road situation; modern living accommodation; well recommended.

(C37) NORTH CHESHIRE.—Good retail and dispensing business situated in pleasant residential district of progressive and growing seaside borough; main road position; audited accounts available; proprietor going abroad on doctor's orders; capable of every investigation; purchase price for quick sale, £500. (Visited and recommended.)

(C38) GLOUCESTERSHIRE.—Unopposed pharmacy showing good returns and profits; turnover approximately £1,250; inclusive rental £36 per annum; good lease; no unemployment in district; low purchase price for quick sale. (Visited and recommended.)

(C39) LEICESTERSHIRE.—Pharmacy recently converted from Drug Store, showing steady development; main road situation; entirely unopposed; low purchase price. (Visited and recommended.)

(C40) NOTTINGHAM.—Good family business, well situated in middle-class residential district; excellent living accommodation; exceptional scope for increase; purchase price for quick sale, £275.

(C41) LONDON, N.W.—Old-established retail and dispensing business situated in growing residential area; net profits exceed £3 per annum, with good prospects of early increase; low overhead charges; purchase price approximately £700. (Visited and recommended, particularly to beginners.)



# THE ASSOCIATION OF MANFG. CHEMISTS, LTD.

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Head Offices—Kimberley House, Holborn Viaduct, London, E.C.1 (and at 2 Bixteth Street, Liverpool).

**PARKIN S. BOOTH, Valuer.**

'Phone: City 1261-2-3.

### BUSINESSES FOR DISPOSAL.

- 1.—SURREY.—Chemist's business in residential district, held on lease 7, 14, 20 years, at £98 per annum. Established 4 years. Returns £26 per week. Price asked—Lease and Goodwill, £350. Fixtures and fittings, £500. Stock approximately £400. Further particulars on application.
- 2.—LONDON, S.E.—Acid, Drug and Chemical Business for quick disposal. Premises held on weekly tenancy at 14s. per week, returns average £25 per week. Stock and fixtures estimated at £500. Offers invited.
- 3.—DEATH VACANCY.—DEVON.—Cash retail dispensing business recently opened. Reasonable lease will be granted or freehold may be acquired. Returns between £1,500 and £2,000, all cash. Good living accommodation. Applications for further particulars invited.
- 4.—BRIGHTON.—Very old established business situated in busy thoroughfare; rent £150 p.a. Premises consist of large shop, good windows, and showrooms. Could be let off at £80 to £100 p.a. Returns £30 to £40 per week, mainly cash. Scope for improvement. Further particulars on application.

**Stocktaking Valuations: We undertake this work at special rates and invite early applications.**

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#### RESIDENTIAL CLUB FOR GENTLEMEN.

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### PREMISES TO LET.

**KINGSWAY**.—To be Let Shop, eminently suitable for a Chemist, in the best position. There is no chemist in Kingsway. Apply Rogers & Coates, 83 Kingsway, W.C.2.

**PLENDID** opening for qualified Chemist; no opposition; well-populated residential neighbourhood in North London; 5 minutes from new tube, Bounds Green Station; premises available for conversion; long lease £200; rent £150 per annum inclusive. For further particulars write Owner, 1 Shrewsbury Road, New Southgate, N.11.

### PREMISES FOR SALE.

**CHEMIST** wanted; opposite Cottage Hospital; main road; Shops with very light basement, 25 x 18; self-contained 5 over; room for garage; freehold £1,650, or let on lease. Addressee, "Hightrees," Stafford Road, Caterham, Surrey.

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CHEMISTS' VALUERS AND TRANSFER AGENTS,

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(One minute from St. Pancras and King's Cross Stations.)

- 1.—SOUTH-EAST COAST.—Good-class Retail, with Photo and Optics, in central and best position in town; returns over £2,000; modern pharmacy, with living accommodation; stock and fixtures worth about £1,700; valuable lease; price £2,250, or offer.
- 2.—YORKS (W. Riding).—Light Cash Retail, with Kodak Agency and good Panel; returns about £2,000; net profit £700; audited figures; low rent; good stock; price £1,250.
- 3.—LANCS.—Light Cash Retail, in small town; returns, under manager, about £850; low expenses; scope for increase; price £495, value of stock and fixtures only.
- 4.—KENT (Death Vacancy).—Sound Light Retail, in excellent position of important town; returns over £2,000; stock and fixtures worth £1,100 to £1,200; price £1,500 and £2,000 for freehold.
- 5.—WESTCLIFF-ON-SEA.—Light Cash Retail, in main road position; returns £20 a week, under manager; corner shop; well fitted in oak; price £450, or valuation.
- 6.—NORTH LONDON (Few Miles Out).—Light Family Retail, with Kodak Agency; returns over £1,500; net profit about £450; good stock; price £850; recommended.
- 7.—STREATHAM (Near).—Good middle-class Retail; easily worked; scope for increase; returns over £1,200; net profit £560; beautifully fitted shop; good stock; price £950; worth attention.
- 8.—ESSEX SUBURB.—Sound Cash Business, in unique position; returns over £40 weekly; net profit £11 weekly; good house; fully stocked; price £1,750, or near offer.
- 9.—LONDON, N.W.—Profitable Cash Retail; main road position; returns average nearly £2,200, audited figures; corner shop; long lease; moderate rent; price £1,650, or offer.
- 10.—LONDON (Western Suburb).—Middle-class Cash Retail in busy main road; returns about £1,750; modern double-fronted shop; well fitted and stocked; price £1,200, or offer.

### STOCKTAKING VALUATIONS.

We are prepared to undertake this work at special low rates and invite early applications; we are now booking dates for November onwards.

Estab. 1870.

Telephone: Terminus 3574.

## PARTNERSHIPS.

**ACTIVE** Partner, qualified Optician, but not necessarily a qualified Chemist, required to help develop existing business and extend optics; capital required £250 to £500; business is in good main road position in centre of Croydon, and can be bought outright, now or later, if desired. 75/20, Office of this Paper.

**ADVERTISER**, young, requires the co-operation of one or two Assistants, with view to put shares in business; very little capital as investment required; applicants must be young and have had a good business training. If interested write in confidence. 77/39, Office of this Paper.

**LANCASHIRE**.—Chemist, with two businesses, would like to meet another Chemist with capital to form a limited company with object of opening Retail shops; strictly confidential "Aspirin," 78/7, Office of this Paper.

**WANTED** immediately, qualified lady or gentleman (young) to join widow to carry on old-established country business; small capital; excellent living accommodation. Full particulars from S. Powell, The Temple Pharmacy, 22 Devereux Court, Temple, W.C.2.

## PATENTS.

**THE** Proprietor of British Patent No. 253,377 is prepared to sell the Patent or to License British Manufacturers to work thereunder. It relates to a method of producing an active Albumin substance from Tubercle Bacilli for use as a Vaccine. Address: Boulton, Wade & Tennant, 112 Hatton Garden, London, E.C.1.

## APPRENTICES.

**BRADLEY & BOURDAS, LTD.**, 43 Warwick Street, London, S.W.1, have a vacancy for an Apprentice; time allowed for study. Full particulars on application.



## BUSINESSES FOR DISPOSAL.

**BOLTON.**—Cash Retail Business, with N.H.I.; well fitted and stocked; low rent; very profitable; price about £800 for quick sale; vendor, disposing of same on medical advice. Further details to genuine buyers on application. 75/10, Office of this Paper.

**CHESHIRE.**—Main road shop, centre of large town; double-fronted; well fitted; Kodak Agency; under management; returns, March, year ending 1931, £1,200; N.H.I., 400 per month; a clean, easily managed business; price £500. Particulars on application to 78/9, Office of this Paper.

**DOVER.**—Chance for live man. Chemist-Optician has for disposal Branch Pharmacy; best position main busy street; established Optical connection; rapidly increasing; handsomely fitted modern store lines; double-fronted; spacious; established 2 years; first year's returns £1,909; heavily stocked; excellent house; price £2,250 or alternative proposal. "E," 74/38, Office of this Paper.

**EAST COAST.**—Good medium-class Business for Disposal; returns over £3,000 per annum, with scope to do more; splendid living accommodation; long lease; low rent; price £2,600. Further details to genuine purchasers only. 194/876, Office of this Paper.

**GLASGOW.**—Retail, Dispensing and Photographic Business for Sale, presently branch; average cash sales for 4 years £800; purchase price for fittings £110; stock can be reduced to suit purchaser. Reply to 74/6, Office of this Paper.

**HERNE BAY.**—Established over 3 years; third year takings £1,065; lock-up shop; rent £35 yearly; rates £11; stock approximately £300; fixtures £145; growing district and shopping centre; price £625. L. W. Browning, M.P.S., 5 Broadway Buildings, Herne Bay.

**HOME COUNTY** (within 30 miles of London).—Small Country Business; easily worked; nearest opposition four miles; turnover about £700; N.H.I. scripts 200 a month; rent and rates £42 a year; long lease; price £500 cash; a sure living; must be sold to close estate; no agents; full particulars letter only. "Chemist," High Street, Redbourn.

**LONDON, EAST.**—Well-equipped Shop; main road; great scope; good Panel Dispensing; rent £60; for stock, fittings, etc., and 10 years' lease £300; would consider instalments. Apply 157 Cambridge Road, E.

**LONDON RESIDENTIAL DISTRICT.**—Good Retail, Dispensing and Prescribing Business; Kodak Agency; good opening for Optic; long lease; price £650 for quick sale for lease, fixtures and stock; disposing of business compulsory owing to ill-health. 77/25, Office of this Paper.

**MANCHESTER.**—Chemist's Business for Sale; established nearly 4 years; takings £23-£25 per week; excellent opportunity for ambitious young man; no opposition; Kodak Agency; fully stocked; handsome fixtures; excellent house attached; N.H.I.; price asked £800; rental £90 per annum. 74/16, Office of this Paper.

**MIDLANDS.**—Old-established Chemist's and Wine Merchant's Business for Sale; Kodak Agency and N.H.I. work; double-fronted shop, with comfortable 8-roomed house; electric light and all modern conveniences. Full particulars on receipt of bankers' references to 75/9, Office of this Paper.

**NORTH LONDON.**—Cash Retail Business in growing district; good mahogany fittings; Photographic and N.H.I., also Optical; opened 4 years; disposing for family reasons; stock £390; fittings £200; premises, freehold, may be purchased; good living accommodation and garden. 73/12, Office of this Paper.

**NORTH WALES** (Colwyn Bay).—Old-established, high-class Retail Chemist's Business for Sale as going concern, with freehold premises (shop and house), in best position in town; good frontage; excellent accommodation; owner retiring. Full particulars from the Sole Agents, T. Brackstone & Co., Estate Agents, Colwyn Bay.

**SOUTHEND-ON-SEA.**—The oldest established Chemist's Business for Sale; same hands for 35 years; valuable connection and goodwill; price £1,650, to include the freehold premises with living accommodation, goodwill, fixtures and fittings, stock, etc. Apply Bullivant, Estate Agent, London Road, Westcliff-on-Sea.

**SOUTH-EASTERN COUNTY.**—Exceptional opportunity: recently established Business, situated on main road of large housing estate; owner disposing solely on account of unforeseen domestic circumstances; present takings approximately £26 per week and increasing; modern shop and house; for quick sale will accept valuation of stock and fixtures, plus premium paid for lease, and other necessary costs incurred. 194/877, Office of this Paper.

**SOUTH WALES.**—Cash Retail Business; no opposition; N.H.I.; Kodak Agency; returns £750; good scope for increase; price £300; good reasons for disposal. Apply 73/6, Office of this Paper.

**SUSSEX COAST.**—Business, easily worked single-handed; mostly counter trade; steadily increasing; net profit £450; rent, on lease, £35; stock and fixtures £700; good living accommodation; near sea; owner, having larger business in view, open to reasonable offer. Full particulars to cash buyers. 74/17, Office of this Paper.

**WEST RIDING.**—Genuine up-to-date Business; returns £1,500, chartered accountant's audit; good profits; light trade; handsomely fitted; good up-to-date stock; Post Office assured income; excellent house; rent £78; lease, with purchase option; to a quick buyer value of stock and fittings only £750; no triflers; good opening for either registered or unregistered man. W. Huntrods, Transfer Agent, 585 Meanwood Road, Leeds.

**YORKSHIRE.**—Old-established Retail and Dispensing; live Kodak Agency; returns £1,300, accountant's figures; advantageous lease; low rental; good profits; stock about £400; price (all in) about £650. 75/17, Office of this Paper.

**YORKSHIRE** (large industrial town).—Retail, Dispensing, Photographic; double-fronted shop; good living accommodation; lease, renewable; low expenses; profit £480 last year, accountant's figures; sound business with scope for increase; price £950, or offer, including stock and fixtures valued at £650. Preston & Partners, 29 Ludgate Hill, E.C.

**YORKSHIRE.**—Chemist's Business; pleasant village, not agricultural; total turnover £970 (Insurance £230); capable considerable increase; small living accommodation; rent and rates only £1 per week; excellent fixtures; heavy stock; Kodak and Ucal Agencies; gross profit 40 per cent.; price £600; references required first letter. 78/12, Office of this Paper.

**A RARE** opportunity to acquire a sound, profitable Family and Agricultural Business in Yorkshire market town; best position; two Sole Agencies, Kodak; large turnover; will give every help to buyer after sale; long lease; price £4,200. 75/15, Office of this Paper.

**EXCEPTIONAL OPPORTUNITY.**—High-class Dispensing, Business situated in an important Midland City; returns approximately £10,000 per annum; premises occupy leading position in prominent business thoroughfare; owner contemplating retirement. Particulars to bona-fide applicants on receipt of bankers' or other satisfactory references. 194/878, Office of this Paper.

**PROPRIETOR** of Pharmacy and Optical business in country town, mid-way between London and South Coast, doing £1,000 per annum, has opportunity to join with Chemist in another town and add Optical department to business; will sacrifice present pharmacy for less than value of stock and fixtures; £250 for immediate sale; double-fronted shop; good house in first-class condition; splendid opportunity for development by qualified man; no near opposition. 76/18, Office of this Paper.

**THIS WEEK'S BARGAIN.**—Country Business, near London; turnover £17 week; great scope for improvement; well stocked and splendidly fitted; price £600, includes everything. Full particulars to qualified chemists only. 73/35, Office of this Paper.

**VERY** old-established Country Business; turnover £5,000; price, including splendid site, fine shop and premises, £6,000; stock at valuation. 194/875, Office of this Paper.

**£65** (part can remain) acquires 30 years' General Drug Business, best central position on main street, Ashton; shop well fitted mahogany; good house attached; £1 week and rates; sale through death; present owner does not need it; absolute gift; first come first served. Hague, 24 Old Street, Ashton-under-Lyne.

## BUSINESSES WANTED.

**LONDON OR SOUTH COAST.**—Wanted by a York man, Business with small or large living accommodation over or near; net profit not less than £500 per annum; cash waiting. In confidence. P.C.B. 12/6, Office of this Paper.

**MANCHESTER.**—Chemist requires a Branch in working-class district of Manchester; plenty N.H.I.; cash transaction. "Statin," 75/6, Office of this Paper.

**SOUTHERN COUNTIES.**—Pharmacist with capital up to £5,000 requires good Retail Business; pleasantly situated; any sound proposition will receive careful consideration irrespective of turnover; all replies treated in strict confidence. 194/879, Office of this Paper.

**ORRIDGE & CO.** are in immediate need of sound Businesses in London and Southern Counties returning between £2,000 and £5,000 per annum, also one or two concerns in the Midlands and North; cash buyers waiting; strictest confidence observed. Apply 56 Ludgate Hill, E.C.4.



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WEDNESDAY, NOVEMBER 25, at 12.30 p.m.  
Retiring from business, under instructions received from  
Messrs. Spurway & Cie, Ltd., 89 Great Eastern  
Street, E.C.

STOCK OF HIGH-CLASS FRENCH PERFUMERY  
AND ESSENTIAL OILS in Fancy Bottles and Bulk.

Powders, Brilliantines, quantity of Fancy Powder  
Bowls, Lipsticks and Compactums, Powder Puff-boxes  
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Large stock of Fancy Bottles, 2 oz. upwards.

MACHINERY.—A No. 9 Power Whisk by Bennett,  
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A nearly new Gardner's Patent Rapid Fine Powder  
Dressing Machine with mixer and sprayer, automatic  
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Which will be Sold by Public Auction by

**E. FRYETT, F.A.I.**

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AT THE SALEROOMS, 40 and 40A ALDERSGATE  
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Catalogues post free. Tel.: National 6166-7.

Without Reserve. By order of Messrs. Boots Pure  
Drug Co., Ltd., who have removed to New Premises  
at 116 and 118 Rushey Green, S.E.

60 RUSHEY GREEN, CATFORD, S.E.

**VERYARD & YATES**

will Sell by Auction, on

TUESDAY, NOVEMBER 24, at TWO o'clock,  
the excellent

MAHOGANY SHOP FITTINGS AND FIXTURES,  
including:—

11 expensive Showcases from 7 ft. 3½ in. to 1 ft. 10½ in.  
in width, with mirror backs, plate-glass shelves and  
glazed doors; 26 ft. 6 in. run of Chemist's Bottle  
Shelving with nests, open shelving bays, etc.; 17 ft.  
Counter, complete with display risers and glazed show  
cases in front; Dispensary, with screen over and  
glazed showcases, mirror doors; handsome 5 ft. Toilet  
Floor Case, Sponge Fitting, Oak Pedestals, Window  
Standards, Plate-glass Shelves, Mahogany Dial,  
Electric Fittings, etc. On view day prior. Catalogues  
from the Auctioneers, 373 Norwood Road, S.E.27.  
(Phone: 0346 Streatham.)

Note.—All the above showcases, fixtures, etc., are in  
polished mahogany. All case doors are glazed ¾ in.  
polished plate and toilet wall cases are airtight.

## AGENCIES.

CANADA AND THE UNITED STATES.—Firms desiring to  
extend their business in the above territories or open new  
connections are invited to communicate with the advertiser,  
who is returning there shortly, and will undertake representa-  
tion or Agencies. Canada is particularly worth attention.  
Apply "Pharmacist," 79 Whippendell Road, Watford, Herts.

CAPTURE FRENCH TRADE IN BRITISH PROPRIETARIES.—Agencies undertaken by Foreign Wholesale  
Company having exceptionally advantageous facilities for duty  
saving on importations, packing and distribution of all kinds  
Proprietaries; established clientele with Chemists and Stores  
throughout France and Belgium; bankers' references. 71/34,  
Office of this Paper.

GENERAL AGENCY.—Important Chemical Industrial Under-  
taking wishes to give its General Agency, with depot, to a  
serious financially sound gentleman or firm. Article in ques-  
tion is new in use and of extraordinary effectiveness; easily  
saleable to practically all officials, hospitals, prisons, hotels,  
restaurants, bakeries and in every household. Write to  
"E. L. R.," 231, c/o Rudolf Mosse, Ltd., 125-130 Strand,  
London, W.C.2.

MANUFACTURERS of Collapsible Tubes for Pastes, Creams  
and Dentifrices and of Metal Containers for Cosmetics  
and Pharmaceutical Preparations (such as powder boxes, pomade  
cases, etc.) desire to secure representation in Great Britain and  
other countries. Address Stanola S/A., Czerska 12, Warsaw,  
Poland.

NEW ZEALAND Indent Merchants and Distributors desire  
exclusive Agency for British lines suitable for Chemist  
and Hairdressing trade; payments are made in London. Please  
write, with full particulars, to 74/11, Office of this Paper.

WANTED, General Agent for England selling first-class  
specialty on own account. Write to Orion-Labor,  
Vaihingen/Enz, Germany.

## SITUATIONS OPEN.

## RETAIL (HOME).

LONDON, W.—Steady, reliable Pharmacist required as  
Manager for good-class business; age 30-40; gentlemen  
residing in London and with recent high-class Dispensing  
experience in London only apply. State age, salary required,  
and recent berths to 74/24, Office of this Paper.

LONDON, N.W.—Qualified, part time, evenings, each Wednes-  
day 6 till 8 o'clock, and alternate Sunday 6 till 8 o'clock;  
experienced and capable at Dispensing and Counter. State  
experience and salary. 74/29, Office of this Paper.

LONDON.—Qualified Manager, with general all-round experi-  
ence, to take charge of branch; must be good Salesman  
and Window-dresser; good references essential. Apply, giving  
full particulars of experience, age, height, salary required, etc.,  
to Dalston Drug Co., Dalston Junction (L.M.S.) Station, E.8.

LONDON, E.15.—Qualified Chemist required for well-estab-  
lished business with view to succession; real opportunity  
and scope for the right person. State full particulars, age,  
experience and salary, capital (if any), etc., etc., "Chemist,"  
70 Crownfield Road, London, E.15.

LONDON, S.W.—Qualified Assistant (male), age about 25;  
accustomed to a good-class Dispensing and Counter business.  
Apply, stating age, experience and salary, to 76/2, Office of  
this Paper.

LONDON, W.—Qualified Assistant required; one with previous  
West-End experience preferred; age not under 30. Full  
particulars of experience and salary required to 76/39, Office  
of this Paper.

LONDON Assistant required; must be reliable and experienced  
Dispenser, capable at Counter and good Stock-keeper.  
State salary, age, references, and full particulars. 77/19, Office  
of this Paper.

SOUTH COAST.—Qualified Manager, good business builder  
essential, required to invest £300 for third share in growing  
business established four years (average turnover £3,000);  
good salary and prospects for man who can be left in sole  
charge; undeniable references necessary. Apply 75/8, Office of  
this Paper.

A GENTLEMAN Assistant for good middle-class business;  
experienced in Dispensing, Counter; unqualified; age  
about 30; permanent; outdoor; no store men need apply; state  
full particulars in application; references will not be taken up  
unless entertained. Savage & Co., Pharmaceutical Chemists,  
Brighton.

ASSISTANT, used to large panel, and good all-round man,  
required. Apply, after 5 p.m., Deutsch, 192 High Street,  
Homerton, E.9.

ASSISTANT, gentleman, young, unqualified, refined and of  
good address; applicant must be a first-class Dispenser  
and have served a thorough apprenticeship; smart appearance;  
pleasing manner essential; good-class business, between City  
and Epping Forest. Full experience and salary required (send  
no stamp), Matthews & Son, Chemists, 25 George Lane, South  
Woodford, Essex.

CHEMIST AND OPTICIAN.—Applications are invited for a  
fully qualified Chemist and Optician for a new department  
about to be opened. Applications, stating age, experience, and  
wages required, enclosing copies of two recent testimonials, not  
later than Wednesday, November 25, to Secretary, Brighouse  
District Industrial Society, King Street, Brighouse. Canvassing  
the Committee will be a disqualification.

ELDERLY; qualified; light Dispensing and Stock. Must  
send particulars in first letter as to age, salary required  
and if disengaged. 76/12, Office of this Paper.

PHARMACY.—Female Assistant required for Christmas season  
from December 1; must have general Pharmaceutical and  
shop experience. Apply, in writing, stating age, experience, to  
Staff Manager, Royal Arsenal Co-operative Society, Ltd.,  
148 Powis Street, Woolwich, S.E.18. Note.—Canvassing of  
members of the General Committee or officials will disqualify.

QUALIFIED Manager required; must be keen Photographer  
and have had good general experience; salary £4 per week,  
plus house and commission. 75/11, Office of this Paper.

QUALIFIED Assistant (male) wanted; quick and accurate  
Dispenser, good at Counter and Window-dressing, with  
knowledge of Photography; working-class district, Manchester.  
State age, experience, and salary required. 74/30, Office of  
this Paper.

QUALIFIED man wanted to manage branch shop single-  
handed. Apply J. H. Smith, 61 Stroud Green Road,  
London, N.4.

QUALIFIED Manager for Branch, Lancashire industrial  
town; must be thoroughly competent; Dispensing, Counter,  
Window-dressing; energetic and tactful. Send fullest particu-  
lars, age, etc., and copies of testimonials. 76/10, Office of this  
Paper.

WANTED, qualified Assistant as Junior. State age, height,  
experience and salary required. W. E. Matthews, Ltd.,  
40 George Street, Croydon.

## WHOLESALE.

A LONG-ESTABLISHED Scottish firm require a qualified man  
with manufacturing experience to take charge of their  
Pharmaceutical Laboratory. Apply, with full particulars and  
salary required, to 194/874, Office of this Paper.



**ANALYTICAL** qualified Chemist required, age under 30; must possess good, all-round knowledge of the Assaying of Drugs and experienced in other branches of analytical work. Apply, by letter only, stating age, experience and salary required, mark envelopes Governing Director, Burdall's, Ltd., Manufacturing Chemists, Sheffield.

**MANUFACTURING** Chemists (London) require young "curate" Representative to help work London territory; Retail experience an advantage, but previous travelling experience not absolutely essential. Full particulars, including age and salary required, to "November," 194/870, Office of this Paper.

**NORTH OF ENGLAND REPRESENTATIVE**.—An additional quick-selling line. Representative, with sound Retail Chemist connection, required on liberal commission basis for a new Pharmaceutical line. Particulars of ground covered, lines carried, etc., to 75/40, Office of this Paper.

**OPPORTUNITY**.—Travellers wanted, already calling on Chemists, to carry well-advertised Baby Requisites; liberal commission; good proposition. Write full particulars with view to an appointment to 193/862, Office of this Paper.

**REPRESENTATIVES**, with established connections of first-class Chemists, Dentists and also Doctors, required to carry additional line (Surgical) of British manufacture in great demand; commission terms only. Apply, stating territory and types of lines already carried, to 194/871, Office of this Paper.

**REPRESENTATIVES**, having established connections with Chemists, required in all districts to carry an old-established line on commission; the line is exclusive to chemists and will be nationally advertised. Write, with particulars of territory covered, etc., "S. H.," 74/20, Office of this Paper.

**SALESMAN WANTED**.—Leading Danish Manufacturer of Cold Cream, Toothpaste, Hair Lotion, Eau de Cologne, etc., wants absolutely first-class Salesman who is well connected with large Stores, Chemists, Bazaars, etc.; absolutely competitive products and prices with big possibilities for the right man. Reply to Box 6562, Sylvester Hvid, Copenhagen, Denmark.

**SURGICAL INSTRUMENTS**.—Traveller required for Scotland; connection with Hospitals essential. Reply, stating experience and salary expected, 194/875, Office of this Paper.

**TO** gentlemen having sound connection with Wholesale and Retail Chemists. The M.M.T.P. Co. are widening the scope of their activities (for their popular pack in carton) and offer a profitable proposition to commission Salesmen in centres where not already represented. Write for terms of this daily commodity, with unlimited prospects; give particulars, ground covered, lines carried. The Miss Muffet Toilet Paper Co., 1 Julian Road, West Bridgford, Nottingham.

**TRAVELLERS** wanted, with established connection among Chemists and Beauty Shops, to take an entirely new line of high-class Perfumes as a side line; liberal commission offered to suitable applicants. Please state territory worked in first letter. F. J. Mulley, Banbury.

**TRAVELLERS** required in several parts of the country, including Scotland, to sell an old-established line on commission basis only; prospects unlimited. Write, stating age, lines carried (if any), territory covered, references, etc., to 194/880, Office of this Paper.

**TWO** Representatives required by well-known firm to call on Chemists and Hairdressers with Sundries and Surgical Goods; commission basis or an interest would be considered. State exact territory covered. Apply 74/25, Office of this Paper.

**UNQUALIFIED** men, choose own locality, London and suburbs only, to sell a series of 6d. Formulated Remedies in constant demand; generous commission. Apply "Everyday Household Remedies," 301 Wandsworth Bridge Road, Fulham, S.W.6. \*Phone: Fulham 3292.

## SITUATIONS WANTED.

### RETAIL (HOME).

**A.A.A.A.A.**—DISENGAGED; qualified Manager; 28; excellent references; 13 years' experience, including West End; will go anywhere; interview appreciated. "Statim," 83 Lauriston Road, South Hackney.

**A.A.A.A.A.**—SCOT, qualified, 24, as qualified Assistant or Branch Manager; London or suburbs; good all-round experience; excellent references. Stuart, 6 Aylmer Road, Leytonstone.

**A.A.A.A.**—ASSISTANT, 23, unqualified, requires situation; excellent all-round experience, including West End; highest references; disengaged. "H. G. F.," 53 Brick Lane, E.1.

**A.A.A.A.**—QUALIFIED, 30, at present managing in London, desires similar position; excellent Salesman, Dispenser and Window-dresser, with thorough knowledge of buying; excellent references; disengaged when required. Phillips, "Claudeboye," Acacia Road, Acton, W.3.

**A.A.A.A.**—QUALIFIED, 23, requires position as Manager or Assistant; first-class experience in all branches; excellent references. J. Varley, 58 Milton Road, West Hartlepool.

**A.A.A.A.**—SMART Assistant; 25; unqualified; well educated; gentlemanly appearance and good address; competent Dispenser, Salesmanship, up-to-date Display; Photographics; exceptional high-class experience; excellent references; capable taking charge; conscientious; London, East Counties or Midlands preferred. Harcourt, 24 Victoria Avenue, Sleaford, Lincs.

**A.A.A.**—QUALIFIED, male, 27, 12 years' experience, London, Continental and Hospital, speaks French, desires post; one with view to succession or Partnership preferred; home or abroad. Wills, Pharmacie Swann, 12 Rue Castiglione, Paris, France.

**A.A.A.**—QUALIFIED Pharmacist; 25; excellent all-round experience, including West End, also used to heavy N.H.I.; good references. "J. R.," 30 Black Lion Yard, London, E.1.

**A.A.A.**—DESIRES change; unqualified; 28; 10 years' excellent experience. London; at present in West End; arrange interview; moderate salary; start immediately. 75/37, Office of this Paper.

**A.A.A.**—ADVERTISER; 40; 5 ft. 8 in.; experienced; go anywhere; anywhere; abstainer; now disengaged Alexander, 189 Southampton Street, S.E.5.

**A.A.A.**—QUALIFIED; 10 years' managerial experience, London and South Coast; accustomed to control in all branches; free for re-engagement; Retail or Wholesale; any locality. "Pharmacist," 12 Nutfield Road, Thornton Heath, Surrey.

**A**—QUALIFIED, energetic; 28; 5 ft. 11 in.; good appearance and address; Manager or First Assistant; 12 years all branches, country and West End; last management 4 years; first-class Salesman, Window-dresser, quick and accurate Dispenser; excellent references; disengaged. 76/22, Office of this Paper.

**A**—27; qualified; Manager or Assistant; capable; energetic; good references; free immediately. 4 Gt. Elms Road, Bromley, Kent.

**A**—QUALIFIED; 24; part or whole time; keen; reliable; any capacity; moderate salary; recommended. Leigh, 27 Highbury Grove, N.5. \*Phone: North 3949.

**A**—YOUNG, qualified Assistant seeks situation in good-class London pharmacy; 8 years' all-round experience; thoroughly reliable; £4 5s. weekly. 77/11, Office of this Paper.

**A**—CAPABLE M.P.S.; 24; North; 7 years' experience, including London managerial, experience; good Salesman; prize Window-dresser; references undeniable. 75/35, Office of this Paper.

**A**—POSITION required, view early active Partnership or ultimate succession; small capital; middle-aged; qualified; Midland area; disengaged. 76/24, Office of this Paper.

**A**—QUALIFIED Chemist, at present managing small pharmacy, seeks similar post; free soon. Apply "Manager," 519 Barking Road, East Ham, E.6.

**A**—QUALIFIED Chemist, 22, seeks position; high-class experience; Photography; excellent references. Kerr, 26 Rosedale Terrace, Fulwell, Sunderland.

**A**—QUALIFIED lady, 23, desires position in London or near N.W. district. "D. H.," 1 Hopefield Avenue, Brondesbury Park, N.W.6.

**A**—QUALIFIED Manager or Senior, 29, desires engagement; any district; permanency or temporary; highest credentials. "Thistle," c/o Cray, 34 Silvester Road, East Dulwich.

**A**—QUALIFIED Pharmacist, age 23, requires position; reliable and energetic; tall and smart in appearance; salary moderate. 76/34, Office of this Paper.

**A**—RELIABLE, unqualified Assistant; experienced and dependable worker; good personality and excellent character; last two references cover 16 years' service. L. March, 69 Summerhouse Avenue, Heston, Hounslow.

**A**—YOUNG, qualified Pharmacist, about to marry, requires position as Manager in good-class Dispensing business, with view to succession; excellent references. Williams, 15 St. Mary's Road, Llandudno.

**A**—ADVERTISER, 39, unqualified, desires progressive post; 20 years' experience. London and South Coast; competent Dispenser, Window-dresser and Salesman; first-class recent references. "Statim," 17 Park Avenue, Leicester.

**A**—ADVERTISER, 29, married, qualified, 12 years' experience, Agricultural, Photo, Dispensing, etc., desires engagement immediately. P. W. Reding, 4 Walmsley Road, Broadstairs.

**A**—Locum, qualified; 33; good experience, Assistant and Manager. \*Phone: Rodney 2719. "Chemist," 50 Grove Lane, Camberwell, S.E.5.

**A**—ASSISTANT; unqualified; all-round experience; disengaged; South-West England preferred. T. C. Davies, c/o Farm Cottage, Summerhill Park, Sion Hill, Bath.

**A**—ASSISTANT, unqualified, 22, disengaged shortly, desires post in London or Eastern Counties; 6 years' experience, Dispensing and Counter; moderate salary. 75/14, Office of this Paper.

**A**—ASSISTANT or Manager; 27; good experience; disengaged; London preferred. C. O'Brien, 49 Hawley Road, N.W.1.

**A**—ASSISTANT, unqualified, requires permanency; any district; age 23; tall; good all-round experience, Dispensing, Counter and Photography; good Window-dresser; highly recommended; excellent references; free immediately. "Chemicus," 12 Gloucester Road, Camden Town, London, N.W.1.

**A**—ASSISTANT; unqualified; all-round experience; accurate Dispenser; temporary or permanent. "Statim," 72 Tremadoc Road, Clapham, S.W.4.

**A**—ASSISTANT, unqualified, tall, energetic, desires change; Midlands preferred; moderate remuneration for Optical experience; excellent references; free one month. 77/10, Office of this Paper.

**A**—ASSISTANT or Dispenser, age 21 (referred Part II), all-round experience, requires situation. "S.," Royd Villas, Hebden Bridge.



**BRIGHTON DISTRICT.**—Lady M.P.S., 27, good references, desires post, whole, part time, or Locum. Williams, 77 Freshfield Road, Brighton.

**BRIGHTON** Chemist wishes to recommend recently qualified lady Assistant; capable, energetic and trustworthy; good Dispenser and Book-keeper; moderate salary. Miss V. Heasman, Ditchling, Sussex.

**CHEMIST**, Manager, 28, and lady Dispenser desire change; enthusiastic, conscientious, energetic workers; excellent sales; ability to increase takings; take financial interest if required; excellent references; salary reasonable; free fortnight if necessary. "Chemist," 108 Clements Road, South Yardley, Birmingham.

**CHEMIST-OPTICIAN**, M.P.S., F.B.O.A., J.C.Q.O., with own optical equipment and stock, desires position as Manager; good all-round experience; age 27. "A. A.," 12 Nigel Road, Peckham.

**DISENGAGED.**—Unqualified; tall; Scot; 20 years' first-class experience; Dispensing, Counter, Photo; seaside, country, London; business builder; quick, clean, accurate; permanency. Johnstone, 3 Babington Road, Streatham, S.W.16. Phone: 1087.

**ELDERLY** Qualified Man, available December 1; alert; very widely experienced; described by ex-examiner in pharmacy as "Active, reliable, courteous"; salary secondarily important. "Scot," c/o 2 Regent Road, Lowestoft.

**EXPERIENCED** in modern pharmacy; Agricultural, Industrial, Dispensing, Photographic; Salesman; North preferred; middle age; qualified; £4. "Chemist," 1 Bortage Green Lane, Ripon.

**F.S.M.C.**, F.I.O., J.C.Q.O., with seven years' experience of Retail Pharmacy, desires position, preferably in Lancashire, but not essential. 76/17, Office of this Paper.

**JANUARY, 1932.**—Qualified Manager, 37, becomes free; experienced in opening and systemising new pharmacies or modernising older ones; staff control or single-handed; good appearance and personality; references bear inspection; town or country; North London, Middlesex, Herts or Bucks. 75/12, Office of this Paper.

**JUNIOR** Assistant, 21, seeks situation; six years' experience good-class Dispensing and Counter; temporary or permanent. M. Cooper, Telephone Exchange, Fordcombe, Kent.

**LADY** Assistant, unqualified, reliable, good experience, Dispensing, Counter, Display, Photographic, requires position. Totton, 20 Railway Terrace, Feltham, Middlesex.

**LADY**, M.P.S., capable, smart appearance, all-round experience, desires permanency or relief; excellent references; North Midlands. 35 Melton Road, West Bridgford.

**LADY** Assistant-Dispenser desires post (Hull); N.H.I. and all-round experience; Brighton or near. 8 Prestonville Road, Brighton.

**LADY**, M.P.S., desires post with Chemist or Doctor; good Dispenser, experienced Saleswoman and Buyer in all branches, including Photography; six years with present firm; can commence duties immediately if necessary; excellent references. "O. G. T.," 3 Eltham Road, Lee, S.E.12.

**LADY**, M.P.S. (26), 10 years' first-class experience, Scots trained, excellent references, desires post; London, Kent, Sussex; any capacity; moderate salary; free immediately. "Lines," 145 Dumbarton Road, Glasgow, W.I.

**LADY** (Hall), thoroughly experienced, Dispensing, Counter, Book-keeping, approved Window-dressing, requires post with good-class Chemist. 77/29, Office of this Paper.

**LADY**, qualified, young, requires position; Locum or permanency; London or Home Counties preferred; moderate salary. 77/20, Office of this Paper.

**LOCUM**; M.P.S.; elderly; good experience; excellent references; moderate terms; period or permanent; disengaged November 16. J. S. Wellburn, c/o Mrs. Brock, 10 Leyland Road, Lee, S.E.12.

**LOCUM**; qualified; registered R.P.U.; reliable; long or short period. Lane, 2 Manton Way, Galpins Road, Thornton Heath.

**LOCUM** or Assistant; disengaged; excellent references; London. "S. S.," 135 High Road, Lee, S.E.13.

**MANAGER**, Assistant, Prescribing, Dispensing, business man, with view to succession; middle-age; disengaged. 74/12, Office of this Paper.

**MR. DUTTON**, Chemist, Nantwich, highly recommends his late Assistant, who has just qualified, to any post where there is scope for his capabilities; age 25; good appearance; excellent references; go anywhere. Johnson, 35 Liverpool Road, Skelmersdale, Ormskirk, Lancs.

**MR. C. BAYLEY**, Uppingham, has much pleasure in recommending Miss B. Dyer as a capable and reliable Assistant (unqualified). 43 Essex Road, Barking, Essex.

**M.P.S.**, competent and reliable, all-round experience, organiser, capable of taking charge, seeks position; London preferred, but not essential; any post considered; excellent testimonials; at liberty; photograph on request. Leonard W. Mills, 231 Stapleton Road, Bristol.

**M.P.S.** (male); 25; tall; first-class experience in all branches; well recommended; London or suburbs; free now. Osborne, 276 Nelson Road, Whitton, Twickenham.

**M.P.S.**, 25, seeks situation; high-class Liverpool experience; keen; smart; excellent references; Liverpool-Warrington district preferred. Tunley, 300 Manchester Road, Warrington.

**M.P.S.** (lady), Scot, desires post, Manageress or Assistant; good all-round experience; qualified 4 years. 74/23, Office of this Paper.

**M.P.S.**, 23, as Assistant or Manager; capable all branches of pharmacy; thoroughly trustworthy and reliable; well recommended; moderate salary if prospect of advancement. "Pharmacist," 14 Bexley Mount, Harehills, Leeds.

**OPTICIAN** and Chemist (lady) requires position; willing to open Optical Department; M.P.S., M.I.C.O. "Woodbank," Cheltenham Road, S.W.4.

**PART** or whole time; Dispensing, Counter, etc.; many years' London experience; London district. Crowthor, 18 Elm Road, Beckenham.

**PART-TIME** (evenings); qualified; 32; experienced all branches; available any time by arrangement. "Chemist," 236 Stafford Road, Wallington, Surrey.

**PART** time; Part II Student; Tuesdays and week-ends; 4 years' experience in all branches; London only. J. Simmons, 11 East Tenter Street, Minorities, E.C.5.

**PHARMACIST** (male), 28, desires Hospital appointment; 8 years' Laboratory experience, also Retail Dispensing. Hogan, 17 Amesbury Road, Cardiff.

**POSITION** as Superintendent or Assistant required by qualified Chemist; 22; 5 ft. 10 in.; 8 years' good experience in quick and varied Dispensing; Photographic work (dark room); capable Window-dresser; highest references; any district. Walmley, Highfield House, Hoole, Preston.

**QUALIFIED**; 24; tall; 5 years' managerial experience; highest references; rapid Panel Dispensing, full Displays, Photographic, etc.; available immediately. 73/8, Office of this Paper.

**QUALIFIED**; 7 years manager multiple firm, previous private experience, seeks permanency; Manager or Assistant; would consider investment of £100; moderate salary; good references. "Chemist," 39 Ashlyns Road, Berkhamsted.

**QUALIFIED**, 24, requires position as Manager or Assistant; experienced Counter, Dispensing, Display; good references; disengaged. Rogers, 4 Burn Park Road, Sunderland.

**QUALIFIED**; 27; London; 10 years' experience, West End, suburbs and provinces; all branches. 74/31, Office of this Paper.

**QUALIFIED**; 33; married; 8 years as Manager; finest all-round experience; London or within 100 miles preferred; free at short notice; interview. Beck, 16 April Street, Dalston.

**QUALIFIED** Pharmacist (21) requires a position, preferably in Birmingham or the Midlands; thoroughly experienced in Dispensing, Counter and Photographics; excellent references. "M.P.S.," 4 Stoney Road, Coventry.

**QUALIFIED** Chemist desires easy permanency; first-class experience; West-End and Provinces; elderly, active, good personality; small salary; highest references; Home Counties preferred; disengaged. Parker, 80 Denman Road, Peckham, S.E.

**QUALIFIED** desires permanency; good references; 10 years' last service. "W.," c/o Orton, 113 Birchfield Road, Birmingham.

**QUALIFIED** (middle age), bachelor, desires Manager's post; excellent references; present position 3½ years. Owens, Martock, Somerset.

**QUALIFIED** Assistant requires situation; permanent or Locum; sound experience in all branches; tactful Salesman, good Dispenser; excellent references; disengaged. Fletcher, 166 St. Paul's Road, Preston. Phone 3419.

**QUALIFIED** Lady desires engagement; long or short period; experienced Dispenser, Counter-hand; can take charge; good references; disengaged. 76/21, Office of this Paper.

**QUALIFIED**, 23, seeks position as Assistant or Manager; Locum or permanent; good and varied experience; keen worker; reliable; good references. "M.P.S.," 35 Dulterton Road, Leicester.

**RELIEF**, day, evenings or period, Manchester district, required by qualified Chemist; middle-aged; some private income; active, reliable, gentlemanly; large experience Dispensing, general Retail (no optics). 74/10, Office of this Paper.

**UNQUALIFIED**; tall; single; disengaged; 30 years' experience. Harris, 24 Link Road, Edgbaston, Birmingham.

**UNQUALIFIED**; 24; first-class Dispensing experience; City, West-End and Country; good references; disengaged. C. Hunter, 7 Redburn Street, S.W.5.

**£3 PER** week (outdoors); qualified; 48; good all-round experience (West End Dispensing); excellent references; any capacity; disengaged. 77/38, Office of this Paper.

**£3 10S. WEEKLY.**—Qualified male, 24; excellent reference, gentlemanly, seeks position; any district. 77/40, Office of this Paper.

#### WHOLESALE.

**A** LONDON Representative, with connection, well known to Chemists, Medical Profession, Hairdressers, etc., seeks engagement with good house. 76/7, Office of this Paper.

**EXPERIENCED** Representative, extensive connection Chemists, Hairdressers and Stores in Lancashire, Cheshire and Midlands, seeks change; comprehensive knowledge pharmacy; own saloon car; only first-class proposition considered. 74/19, Office of this Paper.

**MANCHESTER OR NEIGHBOURHOOD.**—M.P.S., referred Ph.C. Square trained, 24, seeks appointment; Laboratory, Hospital or high-class Retail. P.C.B. 11/55, Office of this Paper.

**MANUFACTURE** Agent, own office, is prepared to represent a reliable Manufacturer on commission basis. "S. L.," 102 Hartington Road, South, Liverpool.



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**MEDICAL PROPAGANDA AND SALES.**—Gentleman, exceptional substantial clientele, Doctors, Hospitals and Institutions, wishes to represent good house, home or abroad; thoroughly experienced; widely travelled; age 35; Public School; well connected; neat appearance; highest references; salary £400 per annum. P.C.B. 12/15, Office of this Paper.

**PHARMACIST**, exceptionally healthy and active, having recently disposed of his pharmacies in the North, would like to represent a firm or firms of repute in Scotland or N.E. Coast, or both; good business qualifications; personality; real chance for a live House to be well represented; use of own car if needed; commence duties immediately, or quite willing to wait for a decent post; interview anywhere at my own expense. "Rhei," 77/9, Office of this Paper.

**PILL Maker**; disengaged; 25 years' practical experience of Making and Coating. "Cinnamon," 277 Ladbroke Grove, North Kensington, London, W.10.

**PILLS**, Tablets, Suppositories, etc., age 21, now in charge, seeks progressive and profitable change. P.C.B. 12/12, Office of this Paper.

**QUALIFIED Pharmacist**, 21, good appearance and address, excellent references, requires situation as Representative with first-class Manufacturing or Wholesale Chemist. Bilton, Sycamore House, Skipton Road, Harrogate.

**QUALIFIED Pharmacist**, 25, experienced Medical Propagandist, desires immediately engagement as Representative, or progressive position in administrative capacity; requisite personality, smart appearance, proved interviewing ability, with necessary therapeutical knowledge, etc.; London or South Coast preferred; can drive car; disengaged; resident London. Will any British House interested please write 76/37, Office of this Paper?

**QUALIFIED Chemist**, 31, seeks position as Representative with House of repute for Drugs, Perfumes or Sundries; 14 years' Retail experience; keen worker. 76/36, Office of this Paper.

**REPRESENTATIVE**, excellent connection Perfumers, Manufacturing Chemists, Hairdressers' Sundriesmen, Stores, requires additional suitable line. Gee, 107 Hurlingham Road, Fulham.

**SUPERVISOR**, disengaged, requires position; accustomed to control of large staff, filling, labelling and packing perfumery, toilet articles, patent medicines, etc.; good disciplinarian. "M.", 51 Hargrave Mansions, N.19.

**WORKING Foreman**, young, seeks situation; 20 years' good all-round experience; Manufacturing Pharmaceutical and Toilet Preparations, etc. "L. B.", 51 Farmiko Road, Leyton, E.17.

**COLONIAL, INDIAN AND FOREIGN.**

**QUALIFIED gentlemanly Assistant (English)**, 27, smart appearance, keen, reliable, energetic, desires position in Paris with English-speaking pharmacy; little knowledge French; West-End trade experience, London; excellent references. "D. C.", 25 Durham Terrace, Westbourne Gardens, London, W.2.

**FOR SALE.**

**PLATE-GLASS Counter**, 6 ft. x 3 ft. x 2 ft., plate-glass shelf, mahogany frame, doors at back, £7 15s.; 9 ft. Mahogany Top Counter, panel front, £2; light wood Pedestal Table, 9 drawers, £1 15s. "Chemist," 244 Evelyn Street, Deptford, S.E.8.

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**CHEMISTS' MAHOGANY FITTINGS.**—Complete Drugfittings, 14 ft., 12 ft., 10 ft. and 8 ft. long, 8 ft. 6 in. high; Wallcases, 10 ft., 8 ft., 7 ft. long, 8 ft. 6 in. high; Glass-front Counters, 12 ft., 10 ft., 8 ft. and 7 ft. long; one Wallcase, 4 ft. 6 in. wide, 7 ft. high, 1 ft. deep; Dispensing Screens, 7 ft., 6 ft. and 5 ft. long; two 4 ft. Nests Counter Drawers; low prices to clear; sketches by return. **GEORGE COOK**, The Working Shopfitter (over 40 years' experience), 27 Macclesfield Street, City Road, E.C.1. Clerk. 5371.

**SMALL SHOP FITTED COMPLETE £65.**—Drug Run, 10 ft. long, 30 drawers and mirror back, centre section in top part; 8 ft. glass-fronted Counter; 4 ft. Dispensing Screen with bench and bottle shelves at rear; 5 ft. 6 in. Wall Case, 8 ft. high; Perfume Case and Desk; all in solid mahogany. **FARLEY**, 39 Nibthwaite Road, Harrow, and 29a Durant Street, Hackney Road, London, E.2. Bish. 2729.

**WHY** should a Chemist go to the expense of a New Shop Front and Smart Interior Fittings? Surely the primary object is to attract public attention with a view to increasing his sales. Let us submit an Estimate for your New Shop Front. We have a fine stock of Smart Interior Fittings to select from suitable for any shop. Buy now and take advantage of present stocks. **RUDDUCK & CO.**, 219 and 227 Old Street, London, E.C.1.

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**NATIONAL REGISTER**; four cash drawers and dissections, five keys, ticket delivery; electric motor; good condition; cost over £100; half-price or near. Hornby, Church Street, Enfield.

**WANTED.**

**BOTTLES OF SPURWAY'S LEMON CREAM**; good condition; any quantity. White, Tenbury Wells.

**COLTON 3B SINGLE PUNCH TABLET MACHINE**; must be in good reliable order. 194/872. Office of this Paper.

**TWO SWAN-NECKED** or pear-shaped Carboys, two or three gallons; also Counter Scales. State prices. Mayne, Chemist, Cork.

**CARBOYS**, four, good condition, swan neck or hanging type; height available 34 in.; state diameter. Wands, Ltd., Leicester.

**GOWER**, Chemists' Bookseller, 41 Voltaire Road, Clapham, wants Pharmaceutical Books, including B.P., Pharmaceutical Formulas, B.P.C., P.J.F., Optical Books, Materia Medica Collections.